eec

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A T&I guide to the European communities

2 knowing your markets

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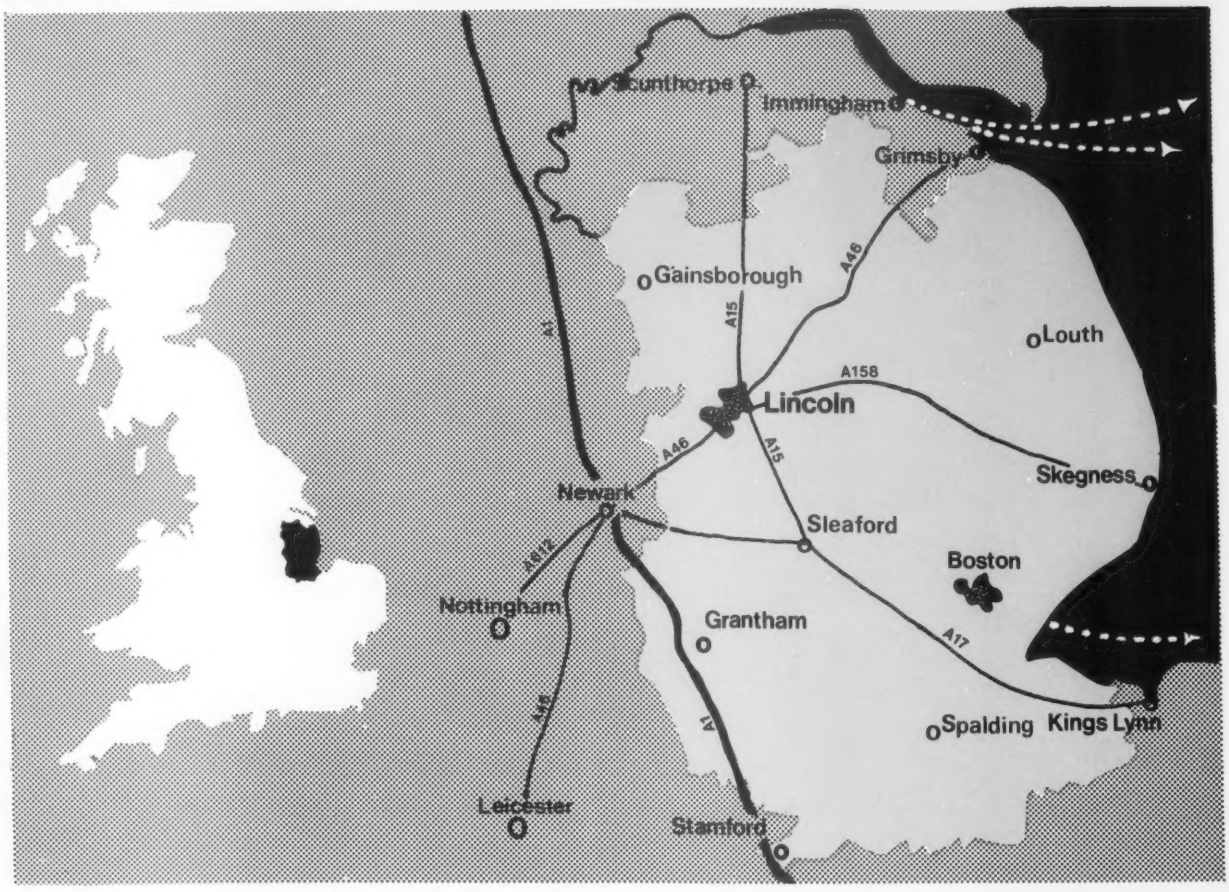

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THIS IS YOUR BUSINESS

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'This is your business' is the successor to the 'EEC – your questions answered' books, published by the EEC information unit in 1974 and 1976. It is now being published as three supplements in *Trade and Industry*. Part 1, 'How it works', was published last week (24 November). Part 2, 'Knowing your markets', appears this week, and part 3 'Keeping in touch', next week.

The three supplements can be purchased separately at 40p for single copies and £1 for all three. 'This is Your Business' contains a great deal of new information as well as previously published material of continuing interest, updated where necessary. As before, questions and answers have been grouped under headings but the information in any one section is not comprehensive.

Ring for the facts

If the information you need is not here and you are not sure of the right contact get in touch with the EEC information unit, which operates a free service for the businessman wanting facts about the EEC. There is a telephone inquiry services every weekday from 09.30 to 17.30.

All inqurries are welcome but the unit is particularly glad to hear from firms new to EEC matters and those considering for the first time the opportunities of the EEC export market.

The unit's main concern is with EEC aspects of those subjects for which the Departments of Industry, Trade and Prices and Consumer Protection are responsible. Staff answer such inquiries themselves or refer them to appropriate specialists within these three departments. But even outside this very wide range the unity can usually save inquirers time and trouble by finding the right contact in another department or outside body.

Many inquiries, especially the more complex ones, relate to a firm's own activities and these are treated as strictly confidential. But others are of more general interest and a selection of these is a regular feature of *Trade and Industry*, appearing about once a month, in the weekly European community news section under the title 'EEC – your questions answered.'

EEC Information Unit
Department of Industry
1 Victoria Street, London SW1H 0ET
tel: 01-215 4301

Three part Trade and Industry Guide to the European Communities.

Part 2 – published with 1 December 1978 issue, price 40p (if sold separately)

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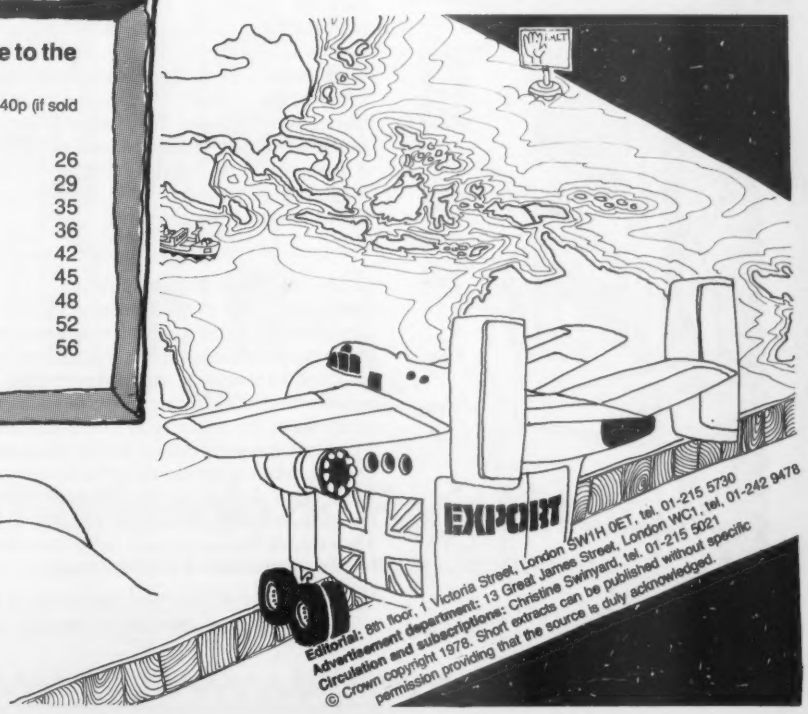

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Circulation and subscriptions: Christine Swinyard, tel. 01-215 5021
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Trade with other EEC countries

Export information

As a newcomer to exporting, where can I get information about EEC customs, regulations etc?

The Department of Trade's export services and promotions division has a special section – overseas tariffs and regulations (OTAR) – which can give exporters details of the tariff and most other requirements of countries throughout the world likely to affect British exports.

OTAR can give you information about tariff and non-tariff barriers, VAT, other national taxes and levies in all the member countries of the EEC as well as details of EEC legislation and requirements concerning transit documentation, certification of origin, invoicing, labelling, technical standards and similar matters.

Duty-free trade

Is trade between all community countries now duty-free? What is the position regarding Efta?

When the United Kingdom, Denmark and the Irish Republic joined the European Economic Community on 1 January 1973, a timetable had been agreed for tariffs to be eliminated between the new members and the original six and for the new members to adjust their external tariffs to the common customs tariff of the community. For industrial and agricultural goods, both timetables were completed by 1 July 1977; for horticultual goods, the date was 1 January 1978.

At the time of entry, the UK already had free trade in industrial goods with the Irish Republic under a separate treaty and also with the original members of Efta. When the UK joined the enlarged EEC, the bulk of free trade was maintained with Efta. Agreements between the community and the remaining Efta countries provided for the achievement of free trade in most industrial goods between the EEC and Efta by 1 July 1977 (for details, see 'Trade with associates').

Units of account

What are the different uses and values of the various types of unit of account in the EEC?

The unit of account is the unit of value used by the EEC to express the amounts of money involved in community activities and policies. Not a currency in itself but a 'numeraire' or common denominator (enabling sums to be expressed in a common unit and easily converted into member states' currencies) and an accounting device, the unit of account (ua) was defined in 1962 as identical in gold value to the US dollar (0.88867088 grammes). This enabled the EEC to use conversion rates already established between member states' currencies and the dollar for its own purposes.

During the years of stable exchange rates, units of account could thus be expressed simply in dollars or converted, as could the market values of the EEC currencies themselves, through the gold-based parities declared with the international monetary fund (IMF). Since 1971, however, the gold-based value of the unit of account has ceased to be directly convertible into the market values of the national currencies as these fluctuated away from the IMF parities. Its value as a numeraire has therefore been eroded and it is now in the process of being replaced by the European unit of account, which is a basket of community currencies.

The units of account currently in use are:

☐ European unit of account (Eua) – this is a composite basket of fixed amounts of currencies of member states. It varies daily according to the variations of the rates of each of the national currencies in the basket, taking account of the weighting given to each currency when the basket was first composed. The commission calculates these values daily and the rates are published in the C series of the *Official Journal of the European Communities* and in the *Financial Times*.

The value of the Eua is equal to the sum of the following amounts of member states' currencies:

DM 0.828	B frs 3.66
£ 0.0885	L frs 0.14
F frs 1.15	D kr 0.217
Lir 109	£ Ir 0.00759
Fl 0.286	

At 31 October 1978, one European unit of account was equal to:

DM 2.49891	B frs 39.2444
£ 0.688763	L frs 39.2444
F frs 5.76292	D kr 6.90270
Lir 1140.87	£ Ir 0.688763
Fl 2.70498	

☐ Agricultural unit of account (aua) – this was originally given the same value as the ua. In June 1973, a decision was taken to link the unit of account in agriculture to the 'joint float' or 'snake' currencies. However, due to currency fluctuations as far back as 1969, it has been accepted that special rates should be used to convert the unit of account for agriculture into national currencies. These special rates are fixed and are commonly known as green rates, for example the 'green pound'. The green rates are adjusted from time to time to bring them closer into line with the market exchange rates. Even after adjustment, the green rate can differ significantly from the market rate and to encourage free trade within the community, the difference between the two rates is equalised by the use of monetary compensatory amounts (mcas). These act as levies or subsidies on trade, depending on whether the mcas are positive (ie the joint float countries – Germany, Belgium, Holland, Luxembourg and Denmark which invariably maintain the green rate at the level of the market rate), or negative (UK, France, Italy and Ireland), and whether goods are exported or imported.

☐ Gold-based unit of account (ua) – this will survive, temporarily, for certain customs purposes but should be replaced by the eua by the beginning of 1979. The conversion rate is 2.4 ua = £1 (this represents the last official parity declared to the IMF under the old articles of agreement).

☐ European monetary unit of account (Emua) – this has the same value as the

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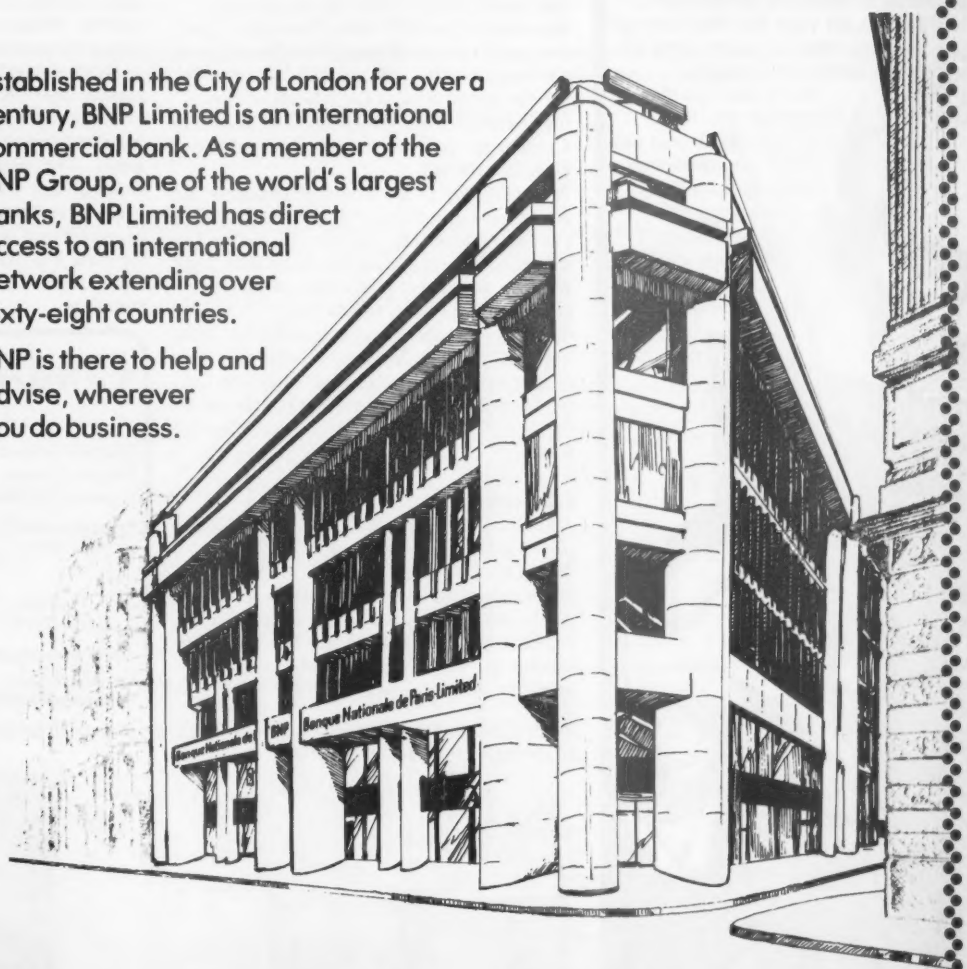

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Channel Islands and the IOM

What relationship do the Channel Islands and Isle of Man have with the European communities?

The position of the islands in relation to the European communities is governed by articles 25–27 and protocol 3 of the treaty of accession (cmnd paper 5179-1 available from HMSO). The articles provide that the community treaties shall apply to the islands only to the extent described in the protocol: the islands are included within the customs union, and the community rules on customs matters and quantitative restrictions (including charges or measures having equivalent effect) apply to them under the same conditions as they apply to the United Kingdom. The levies and other import measures of the EEC in respect of agricultural products have to be applied by the islands to imports from third countries.

The broad effect is that the islands are included in the EEC solely for customs purposes and for certain aspects of the common agricultural policy. (Protocol 3 also provides for the application to the islands of the unified tariff of the European Coal and Steel Community and certain provisions of the Euratom treaty.)

As a corollary to the non-application to the islands of the provisions for free movement of persons and services, islanders (as defined in the protocol) are not eligible to benefit from the free movement provisions within the community (in other words they may be treated there, for such purposes, as third country nationals) except that their traditional rights in that respect in the United Kingdom are unaffected. The islands neither contribute to nor are eligible for benefit from community funds.

Gibraltar

How is Gibraltar affected by the United Kingdom's membership of the EEC?

When the UK joined the EEC in 1973, Gibraltar was included by virtue of article 227(4) of the treaty of Rome which states that its provisions 'shall apply to the European territories for whose external relations a member state is responsible'.

However, certain exceptions were negotiated at Gibraltar's request which exclude it from the EEC customs territory, the common agricultural policy and the need to apply VAT. Among the practical effects, Gibraltarians have the right of free movement and establishment in the community and the UK is obliged to impose levies on the export of agricultural products to Gibraltar. EEC directives, where of local practical application, are given legal force in Gibraltar by means of locally enacted ordinances.

New member states

When are Greece, Spain and Portugal likely to join the EEC and how will their entry affect UK trade with these countries?

It is too early to be certain when the three applicant countries will accede to the EEC. Greece may join in 1980 or 1981 but Spain and Portugal are unlikely to join before 1983. When they do join the EEC, each of the three applicants will have to comply with EEC regulations, just as the present member states do. This means the removal of tariffs, quotas and a variety of non-tariff barriers to UK exports. Where necessary, they will have to adjust their national legislation to meet the requirements of EEC legislation. Conversely, the UK will have to treat imports from the three applicants in the same way as imports from the existing EEC member states. The accession process for each new member will take place over transitional periods which will probably last for at least five years and, with a different accession date for each, it is likely to be ten years before the enlargement to a community of twelve is complete.

Contacts . . . . .

Department of Trade, OTAR,
Export House, 50 Ludgate Hill,
London EC4M 7HU

Overseas tariffs and regulations
01-248 5757 ext. 639

HM Treasury, Parliament Street,
London SW1P 3AG

Units of account
01-233 4375

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Trade with associates

EEC association and trade agreements

Which countries have trade agreements with the EEC?

As a community of six, the EEC concluded a number of trade agreements with third countries including Greece, Turkey, Cyprus and Malta and those countries which were formerly colonies of member states (the associated African and Malagasy states). The form of association agreement varies but each is based on article 238 of the treaty of Rome. In addition, within the framework of the EEC's common commercial policy, article 113 of the treaty gives authority to the commission to conclude tariff and trade agreements with third countries. For example, the free trade agreements between the community and each of the seven Efta countries are based on this article and provide for eliminating tariffs on most industrial products in trade between the community and each Efta member. Other trade agreements, based on article 113, give reduced tariff treatment to the third country with varying reciprocal preferences for the EEC in return – for example the agreement with Spain. Certain other agreements also based on article 113 are commercial trading agreements only, providing solely for 'most favoured nation' treatment between the parties. Article 238 of the treaty provides for the possibility of negotiating agreements on a broader basis than the trade arrangements envisaged under article 113. A number of such agreements have been concluded, notably the Lomé convention and the co-operation agreements with Algeria, Morocco and Tunisia; these provide, besides trade preference, for co-operation between the EEC and the partner country in fields of general economic, industrial, agricultural and technological development.

The United Kingdom, Denmark and the Irish Republic did not immediately adopt the provisions of all these agreements when they joined the community on 1 January 1973. In the period up to July 1977 enlargement

Continued on page 32

Pictorial map

See centre pages for pull-out map which can be pinned to your notice board.

Trade agreements

More than 100 states have concluded trade arrangements or are currently negotiating new arrangements with the European Community. The table below shows the situation at the end of October 1978, giving brief details of each agreement, trade provisions and, where appropriate, a note on how the agreements apply to the United Kingdom.

Basic details of agreement	Trade provisions	Applicability to UK	*Sources of further information* (addresses at end of table)
GROUPS			
Members of European Free Trade Association (Efta) Austria (c); Finland (associate member) (b); Iceland (b); Norway (a); Portugal (including Azores and Madeira) (b); Sweden (c); Switzerland (including Leichtenstein) (c)			
Free trade agreements entered into force on 1 January 1973 (1 July 1973 for Norway, 1 January 1974 for Finland) for an unlimited period.	Under the agreements, duty free trade in most industrial goods was reached on 1 July 1977. There are some special provisions in each agreement covering certain sensitive products which are still subject to declining duties.	Each agreement applies to the UK.	CRE: 01-215 3066 OTAR: 01-248 5757 ext. (a) 458; (b) 460; (c) 459 General Division: 01-215 5527 HM C & Ex: 01-626 1515 ext. 2279 (imports); ext. 2454 (exports)
African, Caribbean and Pacific (ACP) states Bahamas (g); Barbados (g); Benin, People's Republic of (c); Botswana (d); Burundi (e); Cameroon (e); Cape Verde (d); Central African Empire (e); Chad (e); Comoro State (j); Congo, People's Republic of the (e); Djibouti (d); Equatorial Guinea (b); Ethiopia and Erithrea (e); Fiji (c); Gabon (e); Gambia (f); Ghana (e); Guinea (e); Guinea Bissau (d); Grenada (g); Guyana (g); Ivory Coast (e); Jamaica (g); Kenya (e); Lesotho (d); Liberia (f); Madagascar (e); Malawi (d); Mali (e); Mauritania (e); Mauritius (d); Niger (e); Nigeria (f); Papua New Guinea (h); Rwanda (d); Sao Tome and Principe (d); Senegal (e); Seychelles (d); Sierra Leone (f); Solomon Islands (d); Somali Democratic Republic (d); Sudan (b); Suriname (b); Swaziland (d); Tanzania (e); Togo (e); Tonga (h); Trinidad and Tobago (g); Tuvalu (s); Uganda (e); Upper Volta (e); Western Somoa (a); Zaire (e); Zambia (d).			
ACP-EEC convention of Lomé, between EEC and 55 African, Caribbean and Pacific states contains provisions on trade co-operation, stabilisation of exports receipts, industrial co-operation, financial and technical co-operation, industrial co-operation and establishment services, payments and capital movements	All imports with the exception of about 4 per cent in agricultural sector enter into the EEC free of customs duties and similar charges. For these exceptions the duties and/or levies are generally at a reduced rate. The main items in this category are rice, maize, and fresh oranges.	The convention applies to all nine members of the community.	CRE: 01-215 5106 OTAR: 01-248 5757 ext. (a) 456; (b) 462; (c) 469; (d) 471; (e) 472; (f) 473; (g) 7312; (h) 468; (j) 423 General Division: 01-215 5527 HM C & Ex: 01-626 1515 ext. 2173 (imports); ext. 2454 (exports)
The convention entered into force on 1 April 1976 and expires on 1 March 1980.	For some agricultural products – notably beef, rum, bananas and sugar – there are other concessions or special arrangements.		
Overseas countries and territories (OCTs) of EEC member states Anglo-French condominium of the New Hebrides (d); Belize (e); British Antarctic Territory (c); British Indian Ocean Territory (d); British Virgin Islands (e); Brunei (f); Cayman Islands (e); Falkland Islands and Dependencies (c); French Polynesia (a); French Southern and Antarctic Territories (a); Gilbert Islands (f); Mayotte (a); Monserrat (c); Netherlands Antilles (b); New Caledonia and Dependencies (a); Pitcairn (f); St Helena and Dependencies (Ascension and Tristan De Cunha) (d); St Pierre and Miquelon (a); St Kitts-Nevis, Anguilla, St Vincent (e).			
Arrangements broadly similar to those operating under the ACP-EEC convention of Lomé but excluding provisions on industrial co-operation, entered into force in 1976.	The trade provisions are virtually identical to those applying to trade with the ACP states. Additional concessions apply to arrowroot and arrowroot products.	The provisions apply to all nine members of the community	CRE: 01-215 5106 OTAR: 01-248 5757 ext. (a) 423; (b) 288 (c) 474; (d) 468; (e) 7312; (f) 469 General Division: 01-215 5527 HM C & Ex: 01-626 1515 ext. 2173 (imports), 2165 (exports)
Maghreb states Algeria; Morocco; Tunisia			
Preferential trade agreements. Commercial provisions entered into force on an interim basis on 1 July 1976.	Duty-free entry into the community of all industrial goods except certain petroleum products and cork. Tariff concessions on a number of agricultural items. Maghreb states will grant EEC members treatment not less favourable than that given to 'most favoured nations'.	UK has applied trade provisions in full as from 1 July 1977.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. 462 General Division: 01-248 5527 HM C & Ex: 01-626 1515 ext. 2318 (imports) 2165 (exports)
Mashraq states Egypt (a); Jordan (a); Lebanon (b); Syria (a).			
Preferential trade and co-operation agreements negotiated; commercial provisions entered into force on an interim basis on 1 July 1977.	Duty-free entry into the EEC for most industrial goods and tariff concessions for a number of agricultural items. Mashraq states will give imports from EEC not less than 'most favoured nation' treatment.	The UK has applied the trade provisions of the agreements in full as from 1 July 1977.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. (a) 472; (b) 7062 General Division: 01-215 5527 HM C& Ex: 01-626 1515 ext. 2318 (imports), ext. 2385 (exports)

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The convention entered into force on 1 April 1976 and expires on 1 March 1980.	For some agricultural products – notably beef, rum, bananas and sugar – there are other concessions or special arrangements.		
Overseas countries and territories (OCTs) of EEC member states Anglo-French condominium of the New Hebrides (d); Belize (e); British Antarctic Territory (c); British Indian Ocean Territory (d); British Virgin Islands (e); Brunei (f); Cayman Islands (e); Falkland Islands and Dependencies (c); French Polynesia (a); French Southern and Antarctic Territories (a); Gilbert Islands (f); Mayotte (a); Monserrat (c); Netherlands Antilles (b); New Caledonia and Dependencies (a); Pitcairn (f); St Helena and Dependencies (Ascension and Tristan De Cunha) (d); St Pierre and Miquelon (a); St Kitts-Nevis, Anguilla, St Vincent (e).			
Arrangements broadly similar to those operating under the ACP-EEC convention of Lomé but excluding provisions on industrial co-operation, entered into force in 1976.	The trade provisions are virtually identical to those applying to trade with the ACP states. Additional concessions apply to arrowroot and arrowroot products.	The provisions apply to all nine members of the community	CRE: 01-215 5106 OTAR: 01-248 5757 ext. (a) 423; (b) 288 (c) 474; (d) 468; (e) 7312; (f) 469 General Division: 01-215 5527 HM C & Ex: 01-626 1515 ext. 2173 (imports), 2165 (exports)
Maghreb states Algeria; Morocco; Tunisia			
Preferential trade agreements. Commercial provisions entered into force on an interim basis on 1 July 1976.	Duty-free entry into the community of all industrial goods except certain petroleum products and cork. Tariff concessions on a number of agricultural items. Maghreb states will grant EEC members treatment not less favourable than that given to 'most favoured nations'.	UK has applied trade provisions in full as from 1 July 1977.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. 462 General Division: 01-248 5527 HM C & Ex: 01-626 1515 ext. 2318 (imports) 2165 (exports)
Mashraq states Egypt (a); Jordan (a); Lebanon (b); Syria (a).			
Preferential trade and co-operation agreements negotiated; commercial provisions entered into force on an interim basis on 1 July 1977.	Duty-free entry into the EEC for most industrial goods and tariff concessions for a number of agricultural items. Mashraq states will give imports from EEC not less than 'most favoured nation' treatment.	The UK has applied the trade provisions of the agreements in full as from 1 July 1977.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. (a) 472; (b) 7062 General Division: 01-215 5527 HM C& Ex: 01-626 1515 ext. 2318 (imports), ext. 2385 (exports)

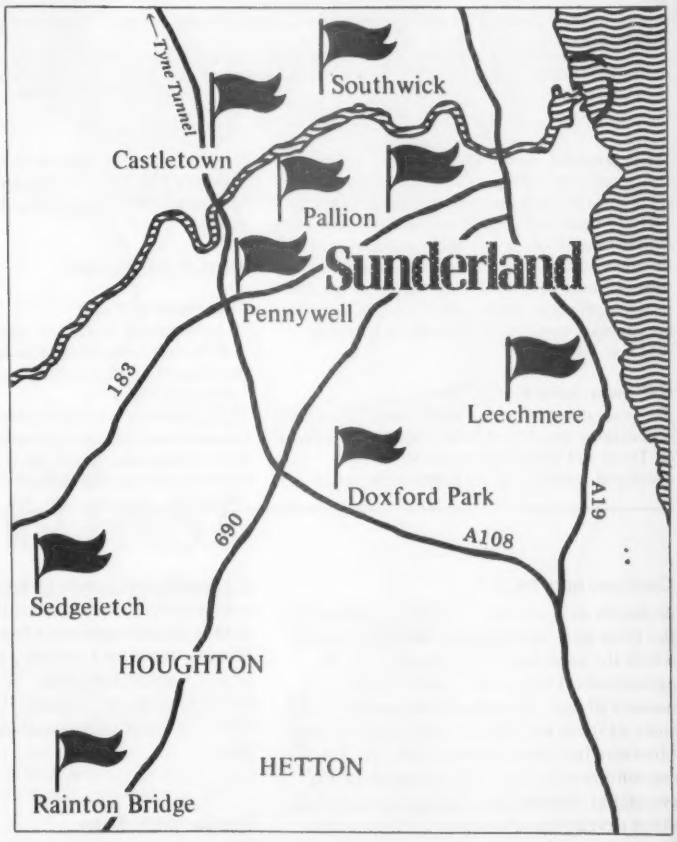
Contact points are given at the end of the chapter

Basic details of agreement	Trade provisions	Applicability to UK	Sources of further information (addresses at end of table)
OTHER COUNTRIES			
Argentina Three-year non-preferential trade agreement entered into force on 1 January 1972. Agreement has been extended and now falls due for renewal on 31 December 1978.	Agreement provides for reciprocal liberalisation of trade and co-operation in the agricultural sector. Special provisions for certain beef and veal products from Argentina.	UK was not party to this agreement but is bound by its provisions under article 4(1) of the Treaty of Accession.	CRE: 01-215 5287 OTAR: 01-248 5757 ext. 474
Bangladesh Five-year commercial co-operation agreement entered into force on 1 December 1976.	'Most favoured nation' treatment. Joint commission set up to ensure satisfactory working of the agreement.	Applicable since 1 December 1976.	CRE: 01-215 5278/5279 OTAR: 01-248 5757 ext. 420
New four year commodity agreement has been signed recently. Provisions have been operating for some time following implementation and in advance of signature.	Jute and jute products.	Applicable from 1 January 1976–31 December 1979.	
Commodity agreement (unlimited period).	Handicraft products, hand loom fabrics of cotton and silk.	Applicable since 1 January 1974.	
Brazil Three-year non-preferential trade agreement entered into force on 1 August 1974. Automatically extended from year to year if neither party denounces it three months before its expiry date.	'Most favoured nation' treatment. Agreement provides for reciprocal liberalisation of trade, and co-operation in the agricultural sector.	Applicable since 1 August 1974.	CRE: 01-215 5293 OTAR: 01-248 5757 ext. 476
Canada A framework agreement came into force on 1 October 1976 for economic and commercial co-operation. It establishes a joint co-operation committee to review progress made under the aegis of the agreement.	Each signatory to accord each other 'most favoured nation' treatment in accordance with GATT. The agreement provides for commercial co-operation between the two sides to develop business opportunities and for mutual co-operation to be fostered in suitable fields.	Applicable since 1 October 1976.	CRE: 01-215 5397/3364 OTAR: 01-248 5757 ext. 455
China Five-year non-preferential trade agreement.	'Most favoured nation' treatment between PRC and EEC. Joint committee to ensure satisfactory working of the agreement.	Applicable since 1 June 1978.	CRE: 01-215 4322/5252 OTAR: 01-248 5757 ext. 468
Cyprus Association agreement providing for gradual introduction of customs union in a second stage entered into force 1 June 1973. An additional protocol extending the first stage until the end of 1979 was signed in September 1977 and came into operation on 1 June 1978.	Most industrial goods imported from Cyprus have duty free access to the EEC. Also reductions on some agricultural products. A wide range of EEC exports to Cyprus benefit from duty reductions of up to 35 per cent.	Applicable in full since 1 January 1978.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. 439 General Division: 01-215 5527 HM C & Ex: 01-626 1515 ext. 2276 (imports) ext. 2385 (exports)
Greece Association agreement providing for full customs union by 1984. Entered into force on 1 November 1962 for an unlimited period. Greece applied in June 1975 for full EEC membership and negotiation for accession were opened in July 1976.	EEC gives duty-free entry to all industrial goods, except those covered by the ECSC, and to a range of agricultural products. Approximately 60 per cent of exports to Greece are at present duty free. Import duties on the remainder will be progressively reduced until abolished in 1984.	Applicable in full since 1 January 1978. UK exports to Greece receive the same treatment as those from the rest of the community	CRE: 01-215 3472 OTAR: 01-248 5757 ext. 439 General Division: 01-215 5488 HM C & Ex: 01-928 0533 ext. 475
India Five-year commercial co-operation agreement entered into force 1 April 1974.	'Most favoured nation' treatment between India and the EEC. Joint commission set up to ensure satisfactory working of the agreement.	Applicable since 1 April 1974.	CRE:01-215 5278/5279 OTAR: 01-248 5757 ext. 420
New four-year commodity agreements have been signed recently. Provisions have been operating for some time following implementation and in advance of signature.	Jute and jute products; coir products.	Applicable 1 January 1976 to 31 December 1979.	
Commodity agreement (unlimited period).	Handicraft products, hand loom fabrics of cotton and silk.	Applicable since 1 January 1973.	
Five-year commodity agreement.	Cane sugar.	Applicable since 18 July 1975.	
Israel Preferential agreement providing for mutual tariff reductions operative from 1 July 1975. Also covers co-operation to promote trade and to encourage joint ventures by community and Israeli industrialists.	Most industrial exports to the EEC are duty free. Some items are however subject to community ceilings. Substantial concessions covering 85 per cent of Israel's agricultural exports to the EEC. From 1 January 1980 60 per cent of the community's industrial exports to Israel will be duty free. For other products tariffs will be abolished by 1 January 1985.	Applicable since 1 July 1975.	CRE:01-215 3472 OTAR: 01-248 5757 ext. 458 General Division 01-215 5527 HM C & Ex: 01-626 1515 ext. 2318 (imports); ext. 2385 (exports)
Malta Association agreement providing for gradual introduction of customs union in a second stage entered into force in 1971. An additional protocol extending the first stage until the end of 1980 came into operation on 1 January 1978.	Under the new additional protocol Maltese goods enter the EEC free of duty. Malta gives imports from the EEC varying concessions of up to 82 per cent (the majority in the range of 35 per cent to 50 per cent).	Applicable in full since 1 January 1978.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. 458 General Division: 01-215 5527 HM C & Ex: 01-626 1515 ext. 2276 (imports); ext. 2385 (exports)
Mexico Five-year non-preferential trade agreement.	'Most favoured nation' treatment. Improvement in the GSP to take account of Mexican interests	Applicable since 1 November 1975.	CRE: 01-215 5290 OTAR: 01-248 5757 ext. 476
Pakistan Five-year commercial co-operation agreement entered into force on 1 July 1976.	'Most favoured nation' treatment. Joint commission set up to ensure satisfactory working of the agreement.	Applicable since 1 July 1976.	CRE: 01-215 5278/5279 OTAR: 01-248 5757 ext. 420
Commodity agreement (unlimited period).	Handicraft products, hand loom fabrics of cotton and silk.	Applicable since 1 January 1973.	

Big or small come one, come all Where? to Sunderland of course!

Any industrialist shopping around for a new workshop nursery unit, factory or site would do well to start at Sunderland. There is everything here from a small workshop to a green field site. In addition there is an advisory service from the Borough Council which covers such matters as housing, education, planning, public utility services, finance and banking, insurance, supply of materials and services, port and airport facilities and contact with local professional services.

Workshops and factories of up to 25,000 square feet are currently available and whilst many are the subject of negotiation more are in the course of building and at the planning stage.



Sites are available at:—

DOXFORD PARK. An estate linked to attractive modern housing to the South—West of the inner urban area. Sites available for selected prestige developments only.

LEECHMERE WEST. A small estate adjacent to the coastal road (A19). Suitable for small industrial developments.

CASTLETOWN. A new development in a superb location for industries requiring immediate access to the main A108 North—South dual cariageway and to Washington New Town.

RAINTON BRIDGE. A total of some 150 acres for a single large development and projects requiring about 5 acres.

WASHINGTON. The New Town has a number of estates on which sites are still available.

For further information contact:-

Barry G.Syrett
Industrial Development Officer, Borough of Sunderland, Civic Centre, Sunderland; SR2 7DN.
Tel: (0783) 76161 Telex: 537037.

Borough of Sunderland

PLEASE FORWARD FURTHER INFORMATION:—

Name _____

Company _____

Address _____

_____

Telephone _____

11/12/78

Basic details of agreement	Trade provisions	Availability to UK	Sources of further information (addresses at end of table)
Spain Preferential trade agreement entered into force on 1 October 1970. Spain applied for EEC membership in July 1977.	Tariff reduction of up to 60 per cent by the EEC on most industrial products. Tariff reductions of 60 per cent and 25 per cent on various imports into Spain from the EEC.	Applicable in full since 1 January 1978.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. 461 General Division: 01-215 5527 HM C & Ex: 01-626 1515 ext. 2453 (imports); ext. 2385 (exports)
Sri Lanka Five-year commercial co-operation agreement entered into force on 1 December 1975.	'Most favoured nation' treatment. Joint commission set up to ensure satisfactory working of the agreement.	Applicable since 1 December 1975.	CRE: 01-215 5278/5279 OTAR: 01-248 5757 ext. 420
Commodity agreement (unlimited period). Negotiations are proceeding for a new coir agreement. Tariff rates have recently been suspended.	Handicraft products.	Applicable since 1 January 1973.	
Turkey Association agreement providing for full customs union. The trade provisions entered into force on 1 January 1973.	The community gives duty-free entry to imports of industrial products other than those covered by the ECSC and certain textile and refined petroleum products on which concessions are given within the limits of tariff quotas. Duty reductions are also given on a number of agricultural products. Turkey is eliminating duties on imports from the EEC according to 12- and 22-year timetables ending in 1985 and 1995.	An interim agreement implementing certain provisions of the supplementary protocol which extends the association agreement to the new member states came into force in January 1974. Since 1 July 1977, UK exports to Turkey have received the same treatment as those from the rest of the community.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. 439 General Division: 01-215 5488 HM C & Ex: 01-928 0533 ext. 475
Uruguay Three-year non-preferential trade agreement entered into force on 1 August 1974. This is automatically extended from year to year if neither party denounces it three months before its expiry date.	'Most favoured nation' treatment. The agreement provides for reciprocal liberalisation of trade and co-operation in the agricultural sector. There are special provisions for certain beef and veal products from Uruguay.	Applicable since 1 August 1974.	CRE: 01-215 5287 OTAR: 01-248 5757 ext. 474
Yugoslavia Five-year non-preferential trade agreement entered into force on 1 September 1973.	'Most favoured nation' treatment. Joint commission set up to establish ways and means of promoting economic and commercial co-operation between the EEC and Yugoslavia.	Applicable since 1 September 1973.	CRE: 01-215 3472 OTAR: 01-248 5757 ext. 460

'Most favoured nation' treatment
In a commercial treaty between two or more countries, 'most favoured nation' treatment guarantees that all parties to the agreement will automatically extend to each other any trade concession which they may subsequently grant to non-member countries. All members of GATT adhere to the mfn principle, though groups such as the EEC and Efta are exempt providing they conform to article XXIV of the GATT.

GSP (more correctly GSTP)
The generalised system of tariff preferences is a system rising out of the United Nations Conference on Trade and Development under which developed countries grant preferential tariff treatment to certain goods originating in developing countries. Many of the countries listed in the table are GSP beneficiaries – customs notice 343 refers.

Further information

Department of Trade
☐ Commercial Relations and Exports Division (CRE), 1 Victoria Street, London SW1H 0ET, tel: (appropriate direct dialling number given in final column of table).
These divisions are responsible for the negotiation and administration of commercial treaties and trade arrangements and are able to answer inquiries of a general nature

☐ Overseas Tariffs and Regulations, Section (OTAR), Export House, 50 Ludgate Hill, London EC4M 7HU, tel: 01-248 5757 (appropriate telephone extension given in final column of table)

☐ General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel: (appropriate direct dialling number given in final column of table), 01-215 5490 (UK tariff quotas), 01-215 5488 (UK import duties), 01-215 5750 (origin rules).

HM Customs and Excise
King's Beam House, 39-41 Mark Lane, London EC3R 7HE, tel: 01-626 1515 (appropriate extension given in final column of table).

Continued from page 29

protocols were concluded which provided,for the most part, transitional measures under which the new members adapted to the agreements. During the same period, a number of new agreements were negotiated, some of them to replace earlier agreements. Most notable among these is the ACP/EEC convention of Lomé, concluded with the associated African and Malagasy states; and other developing countries in Africa, the Caribbean and the Pacific, including commonwealth members. Some of the community's agreements are subject to regular review with the countries concerned and those with fixed expiry dates may be renewed. News of these developments in negotiations, and in the negotiation of fresh agreements, is given in *Trade and Industry*.

A number of countries are also beneficiaries under the EEC's generalised system of tariff preferences (GSP) for developing countries The new member states have applied this scheme since 1 January 1974.

The table lists countries which have concluded arrangements or are currently negotiating new trade arrangements with the community. It shows the situation giving brief details of each agreement and, where appropriate, a note on how the agreement applies to the United Kingdom. The convention of Lomé expires on 1 March 1980 and negotiations for a second convention are now taking place.

Trade with Efta

Where can I find information about trading arrangements between the EEC and Efta countries?

The texts of the free trade agreements between the EEC and the member states of Efta, most of which came into effect in 1973, have been published by HMSO as command papers (Austria: cmnd 5159, Portugal: 5164, Sweden: 5180, Switzerland: 5181, Iceland: 5182, Norway: 5556 and Finland: 5669). These papers are full and very detailed but for individual guidance you can telephone the Department of Trade about duty rates on United Kingdom exports or general questions concerning the agreements.

Under similar agreements between the Efta countries and the ECSC there has been free trade in coal and steel products since a transitional period ended on 1 July 1977.

Free trade

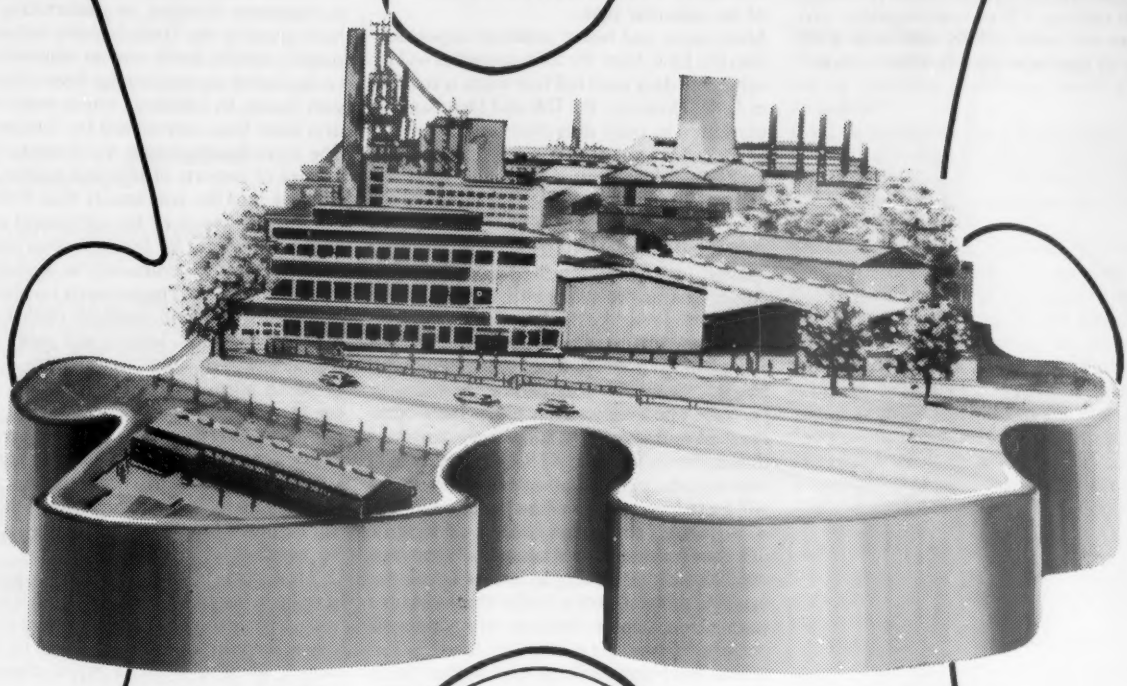
Is there free trade between the EEC and Efta countries?

Not yet. The bulk of industrial products are in free trade but sensitive products will attain free trade on 1 January 1984 for paper and board products and 1 January 1980 for all other sensitive products. (See following question.)

Sensitive imports from Efta

I understand that certain imports into the UK from Efta countries are subject to duty because they are regarded as sensitive. What are sensitive products and how does the system work?

There are certain products where the EEC is sensitive to competition from the Efta countries and certain products where Efta states are sensitive to competition from the community. While free trade in most industrial



Here's where
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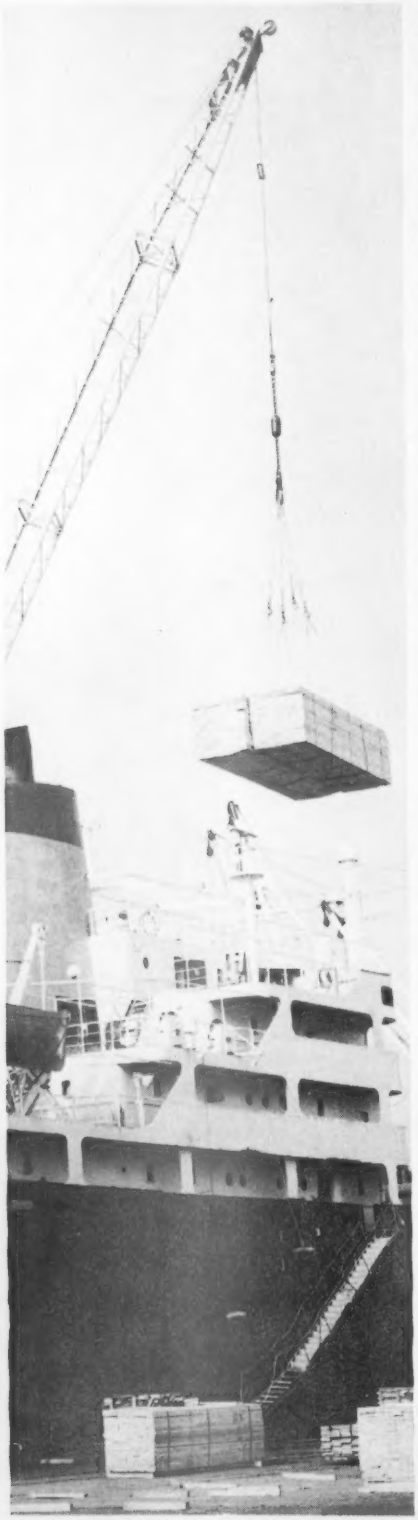
Contact: Alan Pitts, Chief Technical Officer, Borough of Torfaen, Council Offices, Hanbury Road, Pontypool, Gwent NP4 6YB. Tel. Pontypool 2471 ext. 287.

Borough of Torfaen

It's a site quicker!

goods between the UK and Efta was maintained when the UK joined the EEC, community tariffs on these sensitive products, listed in protocol 1 to each of the free trade agreements, will not be eliminated until 1 January 1984 for paper and board products and 1 January 1980 for all other products. Imports into the UK of some sensitive products are not liable to duty until total EEC imports of that item have reached certain specified levels known as indicative ceilings. The reimposition of duty is not automatic and each item is considered separately as the ceiling is reached. Once imports have reached the level of the indicative ceilings and a decision has been taken to reimpose duties, the full rate of CCT will apply for the remainder of the calendar year.



Most paper and board products imported into the EEC from the Efta countries will be subject to duty until full free trade is reached in 1984. However, the UK and Denmark are permitted to open duty-free tariff quotas each year as a means of preserving the bulk of the free trade built up during their membership of Efta.

No permit is needed to import free of duty paper and board products covered by these quotas. Imports are on the basis of 'first come, first served'. When quotas are fully used, duties must be paid until the end of the year. Until 31 December 1978, duties will be reimposed at a rate of 8 per cent when duty-free quotas are exhausted and increased to 12 per cent where indicative ceilings have been reached and a decision taken to reimpose duties. From 1 January 1979, duties reimposed on the exhaustion of duty-free quotas will be reduced to 6 per cent, from 1 January 1981 to 4 per cent, from 1 January 1983 to 2 per cent reaching 0 per cent on 1 January 1984. Should it be decided to reimpose the full rate of CCT duties under the indicative ceilings mechanism, this rate will still be 12 per cent.

Quota levels for 1978 were published in *Trade and Industry* on 16 December 1977 and indicative ceilings for 1978 appeared in the *Official Journal of the European Communities* vol 21 L102 of 14 April 1978.

Duty on non-sensitive products

Some goods I export to Efta countries are subject to duty although they do not appear on any list of sensitive products. Why is this?

Some goods are not covered by the free trade agreements between the EEC and Efta countries. These include all goods in chapters 1-14 and 23-24 of the CCT and certain goods in other chapters. Some manufactured goods with an agricultural content which are covered by the agreements and which used to be duty-free in Efta are now charged duty on their agricultural content.

Further information on these goods and relevant tariffs can be obtained from the overseas tariffs and regulations section of the Department of Trade.

Multi-fibre arrangement

Can you explain how the new multi-fibre arrangement affects the importation of textiles and clothing into the community?

In December 1977, the EEC council of ministers agreed that the community should renew the multi-fibre arrangement (MFA) for a further four years from 1 December 1978 and approved the terms of the bilateral agreements negotiated by the commission with the low-cost supplying countries.

Twenty-two bilateral agreements have been initialled so far with Argentina, Bangladesh, Brazil, Colombia, Egypt, Guatemala, Hong Kong, India, Indonesia, Macao, Malaysia, Mexico, Pakistan, Peru, Philippines, Romania, Singapore, South Korea, Sri Lanka, Thailand, Uruguay and Yugoslavia; negotiations have been concluded but not yet initialled with Hungary and Poland. Negotiations are in progress with Haiti and Iran. Special arrangements have been reached with six Mediterranean suppliers: Greece, Portugal, Morocco and Tunisia have agreed to voluntary restraint, an undertaking has been given by the Turkish textile industry to respect certain levels and an administrative co-operation agreement has been concluded with Spain. In addition, autonomous measures have been introduced for Taiwan.

The agreements provide for a much stricter control of imports of low-cost textiles and clothing into the community than hitherto. The main features of the agreement are:

- ☐ Global quotas for the eight most sensitive products for the community as a whole and for each member. The products involved are cotton yarn and cloth, synthetic cloth, knitted shirts and T shirts, jerseys and pullovers, trousers, woven shirts, and blouses
- ☐ Much more comprehensive quota coverage of other products
- ☐ Lower growth rates which vary inversely to market penetration. In general, annual growth rates will tend to be around 6 per cent although for most sensitive products the rates will be much lower, in many cases less than 2-3 per cent
- ☐ More realistic base levels. The quotas have been based as a rule on 1976 levels of trade. This involves a cutback where existing quotas have been under-used and in some cases it will also mean an actual cutback on 1977 trade levels
- ☐ Products not subject to initial quotas are covered by trigger arrangements which will allow the community to act immediately to introduce new restrictions if necessary
- ☐ Under-used 1977 quotas cannot be carried over into 1978 quota limits
- ☐ New product categorisation (there are now 123 product categories) with carefully drawn definitions will make quota evasion more difficult
- ☐ Stricter monitoring of imports by the industries and governments of member states, as well as the commission, will enable the community to impose new quotas as soon as any threats of disruption come to light.

Contacts . . .

Department of Trade, 1 Victoria Street, London SW1H 0ET

Commercial relations and exports division

Efta agreements
01-215 3066

Multi-fibre arrangement
01-215 5350

General Division

EEC-Efta rules of origin
01-215 5750

Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU

Overseas tariffs and regulations
01-248 5757, Norway, ext. 458, Austria/Sweden/Switzerland, ext. 459, Portugal/Finland/Iceland, ext. 460

Trade with rest of world

EEC scheme of generalised preferences (GSP)

Where can I find details of the EEC scheme of generalised preferences and how does the scheme work?

Since 1971, the EEC has operated a scheme of tariff preferences for developing countries to encourage their economic diversification. The GSP for 1978 was adopted by the council on 28 November 1977 and details of the scheme were published in the *Official Journal of the European Communities* L324, 19 December 1977, available from HMSO. The arrangements that apply to the United Kingdom are set out in parts 10B and 11 of HM Customs tariff.

The community makes an annual offer of reduced duty or duty-free imports on a large number of processed agricultural and industrial goods originating in the less developed countries. Most items in chapters 25 to 99 of the tariff are admitted duty-free, though subject in principle to community ceilings which are usually calculated on the basis of the level of imports in previous years. Imports under ceilings are not divided among member states and, when a ceiling is reached, it is decided at community level whether the normal rate of duty should be restored. Ceilings are enforced in practice only on a specified range of goods.

Details of ceilings are not published but information on their use is obtainable from HM Customs. There are also a few items in chapters 25 to 99 of the tariff which are subject to duty-free quotas. Imports of these goods will qualify for duty-free admission to the United Kingdom only within the limit of its share of a community tariff quota. Thereafter, imports will be admitted on payment of the normal rate of duty.

There is a further limitation known as the 'butoir' in that goods of any one of the beneficiary countries may not take up more than a certain percentage of the overall community tariff quota for a particular product. Similarly in the case of ceilings, once imports from a particular supplying country reach the butoir the normal duty may be restored to imports from that source.

A number of items subject to quotas in the past are now subject to special ceilings covered by a separate EEC regulation. Normal rates of duty are reimposed once the ceiling or butoir is reached. Lower special butoirs apply on a number of items for a few competitive supplying countries.

Imports under quotas and ceilings that qualify for duty-free treatment under other preferential rates (for example, when imported from the African, Caribbean and Pacific states) do not count against the quota and ceiling limits.

As in 1977, there are preferential rates of duty – and in some cases duty-free entry – for a wide variety of agricultural processed goods in chapters 1 to 24 of the customs tariff. These preferential duties are not subject to quota or ceiling limits except for Virginia-type tobacco, soluble coffee, cocoa butter and preserved pineapples. The EEC regulations for these goods give the preferential rates for the CCT which the United Kingdom now applies. These rates are published in the United Kingdom tariff which gives details of the GSP arrangements applying in the United Kingdom.

Although HM Customs can inform importers how much of the United Kingdom tariff quota shares have been used at any time, only the commission can monitor how far community imports are progressing under ceilings and butoirs. Details of reimposed duties are published monthly in *Trade and Industry*.

The timetable for the adoption and publication of the GSP scheme for 1979 is likely to be similar to that for this year's scheme, the details being published in the *Official Journal* in December. Information about next year's scheme will also be given in *Trade and Industry*.

Products under surveillance

I have been told that certain products which I wish to import are subject to community surveillance and that a licence is required. What does surveillance mean and how can I get a licence?

Where imports from certain non-EEC countries threaten to cause injury to community manufacturers of similar or directly competing products, or where the interests of the community require it, products may be made subject to surveillance by the community.

Products under surveillance may enter into free circulation in the community only on production of a surveillance document (import licence) as required under EEC regulation 1439/74. Member states submit information obtained from these documents to the commission who can then extend or rescind the surveillance or, if necessary, impose quantitative restrictions to protect community producers.

Apart from these selected products subject to community surveillance, certain other products are subject to United Kingdom national surveillance which operates in the same way. Individual import licences required for surveillance are normally valid only for a three month period. Details of goods under surveillance and licence application forms (form ILB/A) can be obtained from the Department of Trade's import licensing branch.

State trading countries

How are quotas for imports from the state trading countries established for the United Kingdom?

Prior to accession, the United Kingdom in common with the original six members of the community, established the level of import quotas annually by negotiation with most state trading countries.

On 1 January 1973, responsibility for negotiations about trade matters passed to the commission. Any such negotiations are now conducted on behalf of the community as a whole, based on an appropriate mandate from the council. In the absence of any formal relations between the community and specific state trading countries, quota facilities in the member states are co-ordinated annually through a community consultation procedure, the results of which are confirmed by a decision of the council.

Anti-dumping action

I understand that the EEC commission is responsible for all anti-dumping action in the community. What is the effect?

Dumping from countries outside the community has been wholly an EEC matter since 1 July 1977 and injury is normally assessed in relation to the effect on the community as a whole.

Applicants for anti-dumping action have the option of making their initial approach either through the Department of Trade's anti-dumping unit or directly to the commission. It is expected that most UK applicants will take the former course but where a UK industry is involved along with other community industries in an application being co-ordinated by a European trade association it is clearly sensible that the approach should normally be to the commission through that channel.

In cases involving products covered by the European Coal and Steel Community treaty where there is no community interest it is possible for the UK government, after due consultation, to take action against imports from non-community countries.

In all cases, the advice of the UK anti-dumping unit is available to industry and it will also assist the commission in handling anti-dumping matters.

Contacts . . . . .

Department of Trade, General Division,
1 Victoria Street, London SW1H 0ET.
Anti-dumping
01-215 5742

Department of Trade, General Division,
Charles House,
375 Kensington High Street,
London W14 8OH.
Import licensing
01-603 4644

HM Customs and Excise
See contacts list at end of next chapter.

Clearing customs

Preferential duty rates

What forms do I have to use so that my customer in Switzerland can claim the preferential rate of duty on the goods I send him? Can I use the same forms for my customers in Mediterranean countries which have trade agreements with the EEC?

To be eligible for a preferential rate of duty in Switzerland, or any other Efta country, the goods concerned must satisfy the origin and other rules laid down in protocol 3 of the free-trade agreement between the EEC and the individual Efta country concerned. The usual procedure is for an exporter who is satisfied that his goods fulfil the rules to complete movement certificate EUR 1 and present it to HM Customs at an office of departure for authentication when the goods are exported. Exporters who use 25 or more certificates a year may apply to use movement certificates which have already been authenticated by customs.

Alternatively form EUR 2, which does not require authentication by customs, may be used for consignments which consist only of originating goods and are of a value not exceeding 1500 ua (about £630 at the date of publication).

Full details of the origin and other rules and the various procedures involved in respect of exports to Efta countries are contained in customs notices 827 and 828.

EUR 1 and EUR 2 are also valid for exports to Israel, Malta, Cyprus and Spain although the use of EUR 2 is restricted to postal packages containing only originating goods and which are of a value not exceeding 1000 ua. Although there are no major differences between the various sets of rules, there are some variations which should be studied separately. Details for Israel, Malta and Cyprus are given in customs notices 827 and 828, and for Spain in 816.

Greece and Turkey have different arrangements for goods which comply with conditions for preferential treatment; movement certificates AG1 and AG3 for Greece and ATR1 and ATR3 for Turkey are required for non-postal consignments. Full details of the documentation required for non-postal consignments and the arrangements for goods by post are given in customs notices 811 (Greece) and 812 (Turkey).

Exports to Efta countries

What conditions must be fulfilled in order to use movement certificate EUR 1 or form EUR 2 for exports to Efta countries? Is it good enough if the goods are in free circulation in the United Kingdom?

'Free circulation' means that goods are either entirely the produce of the United Kingdom or they have borne, without relief, any import duty or levy due on them or their component parts. It is a term which has relevance only in intra-community trade and the fact that goods are in free circulation in the United Kingdom does not justify the use of forms EUR 1 or EUR 2 for exports to Efta countries.

Free trade agreements between the EEC and Efta countries have identical sets of rules which must be satisfied before completing an EUR 1 or EUR 2 in order that the customer in the Efta country can claim the preference. Briefly, it is necessary for any non-indigenous parts or materials to have undergone a process referred to as 'sufficient transformation', which generally means that such materials and parts used in manufacture must have changed their tariff heading (the four-figure number under which they are classified in the tariff) in arriving at the final product. There are, however, two major exceptions to this basic rule. For a large number of products, in addition to the change of tariff heading, it is necessary to fulfil other conditions before originating status is achieved; for several others originating status may be achieved without a change of tariff heading. Appendix B of customs notice 828 contains full particulars of the qualifying processes, set out by tariff heading, for goods which contain non-EEC or non-Efta materials.

Two types of preference, referred to in the United Kingdom as FTA and ex-Efta, are available. To qualify for FTA preference, goods must fulfil the rules of: 1. origin (see above), 2. export relief (see customs notice 827 paragraph 7) and 3. consignment (see customs notice 827 paragraph 32).

To qualify for ex-Efta preference (which in most cases means duty-free admission) the FTA origin rules referred to above must have been fulfilled solely in the United Kingdom, Denmark or the Efta countries. In fulfilling this extra requirement, except in certain specified circumstances, materials imported from and originating in the Irish Republic or the six original members of the community must be treated as third-country materials. (See part III of customs notice 828).

The rules for export relief are the same as those applying to goods eligible for FTA preference. The ex-Efta consignment rule is the same as that for FTA preference.

For goods qualifying for ex-Efta preference, the statement 'article 25(1) satisfied' should be inserted in box 7 of the EUR 1 or EUR 2. Where the EUR 1 is used, the statement will be stamped by HM Customs when the form itself is authenticated.

Ex-Efta preference is applicable only to certain goods exported to certain Efta countries which for a number of years will continue to grant the UK and Denmark a greater preference for those goods than that granted to the rest of the EEC. A list of the goods concerned, the related Efta countries and the extent of the transitional periods are contained in appendix C of customs notice 828.

Information certificates

I supply a firm in Belgium with components which they use to make equipment subsequently sold to Efta countries and I have been asked to send an information certificate. Why is this necessary and what should I do?

Your Belgian customer needs to establish that the goods he exports satisfy the conditions for preferential treatment under the terms of the appropriate EEC-Efta free-trade agreement and so benefit from a reduced rate of import duty in the Efta country. The components you supply may well be in free circulation, but for the purposes of the agreement your customer needs to know whether or not the components have already achieved originating status or details of the work done on them. For this purpose your customer may ask for an information certificate (customs form C1243).

You should complete two copies of C1243 and present them to customs at an office of departure for endorsement. One copy will be returned to you to send to your customer and the other will be retained by customs.

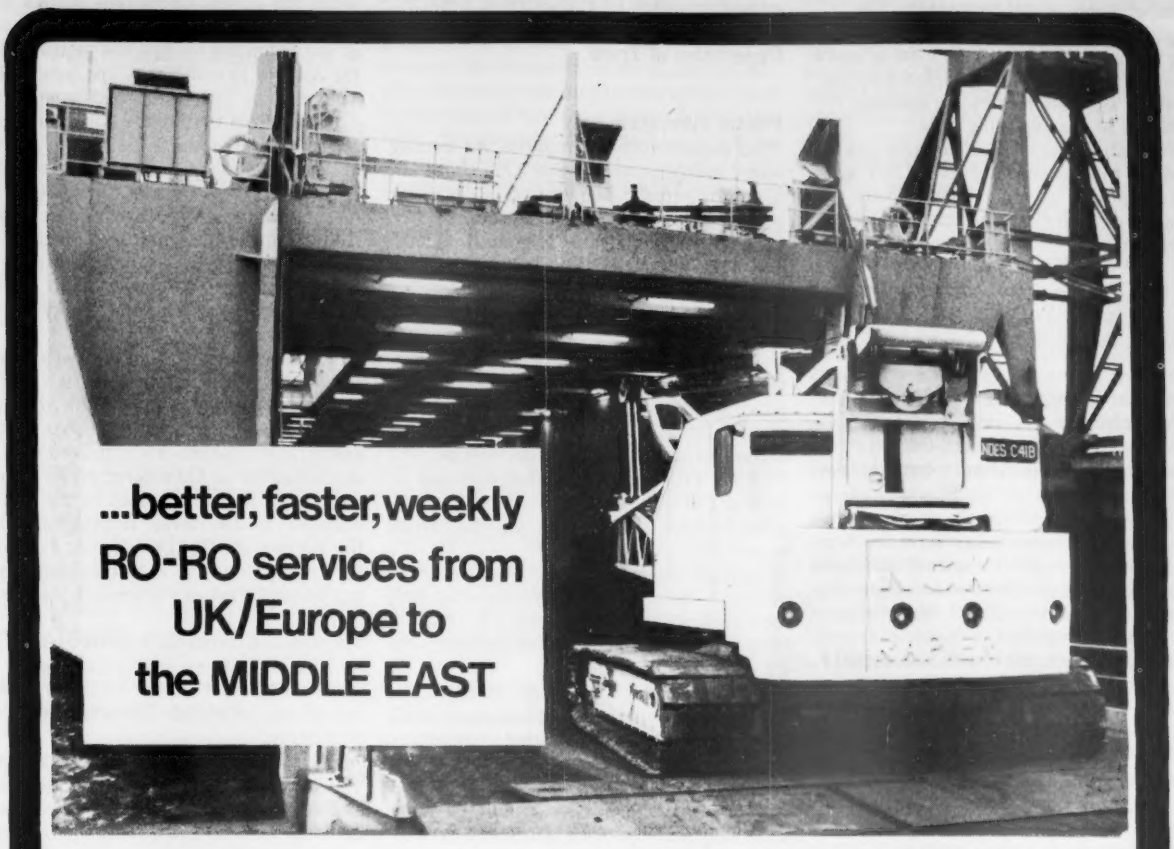
Full information about the preference procedures and rules of origin which have to be complied with is contained in customs notices 827 and 828; paragraph 38 of notice 827 deals specifically with information certificates.

Copies of customs notices 827,828 and form C 1243 may be obtained from any collector of customs and excise.

Imports from ACP and OCT countries

My company wants to import certain goods from the ACP and OCT countries. Where can I get details of the tariff advantages?

Under the provisions of the Lomé convention most products imported from the 55 African, Caribbean and Pacific states can enter any community country free of duty provided they satisfy the origin and consignment requirements. Similar tariff advantages are available to products imported from the overseas countries and territories (OCT)



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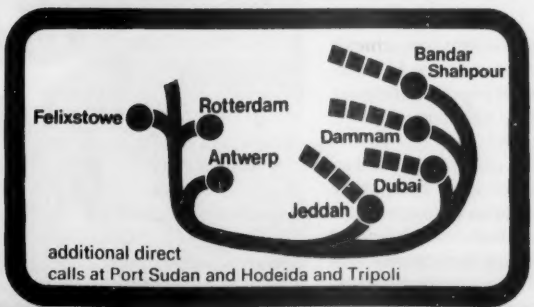

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Port Agents: Felixstowe.

Fred Olsen Ltd., Anzani House, Trinity Avenue, Felixstowe, Suffolk. IP11 8XF. Tel: 039-42 78344. Telex: 987219

which have special relations with individual member states of the community. The imports should be accompanied by documentary evidence of origin in the form of movement certificate EUR 1 completed by the exporter and endorsed by the customs authority of the exporting state.
Full details of the tariff advantages can be found in the customs tariff parts 10Y and 10Z. The rules of origin, consignment, import procedure and specimen copies of documentation are given in customs notices 826, 827 and 828.
For further information about the Lomé convention and a list of ACPs and OCTs see 'Trade with associates'.

Customs Co-operation Council nomenclature

I have been asked to quote the CCCN number on my goods. What is this and where can I find details?
The Customs Co-operation Council nomenclature (CCCN), formerly known as the Brussels nomenclature (BN) is an internationally agreed system of classification for all goods in international commerce. With the aid of general interpretative rules and notes to its sections and chapters, the system is designed to ensure that a product is classified under a single four-digit heading. At present 138 countries, including all EEC countries, use it as the basis for their national tariff structures. However, within a CCCN heading a country may raise its own subheadings to provide for different rates of duty on various goods classified within the four-digit heading.
The system is supervised by the nomenclature committee of the Customs Co-operation Council in Brussels. Membership of this committee is confined to those countries which have acceded to the nomenclature convention. The United Kingdom is represented by HM Customs and Excise.
You can obtain CCCN numbers for your goods from HM Customs' classification section.

Florence agreement

What is the Florence agreement and does it apply only in the EEC?
The Florence agreement is a Unesco agreement designed to promote the free circulation of educational, scientific and cultural materials. Contracting states (there are currently 69) undertake not to apply customs duties on the importation of the materials listed in the annexes to the agreement.
Broadly, the materials covered are as follows:
☐ Books, publications and documents
☐ Works of art and collectors' pieces of an educational, scientific or cultural character
☐ Visual and auditory materials of an educational, scientific or cultural nature imported by organisations approved by the competent authorities of the importing country
☐ Scientific instruments or appratus intended exclusively for educational purposes or non-commercial scientific research and consigned to scientific or educational institutions approved by the competent authorities of the importing country
☐ Articles specially designed for the blind which are imported by approved organisations concerned with the welfare of the blind.
The provisions of the Florence agreement are embodied within EEC regulation 1798/75. Further information is available from the Department of Trade.

Postal consignments

What documentation is required for sending postal consignments to other EEC countries?
If sent by parcel post each package must be accompanied by a customs declaration C2/CP3 (two copies for Belgium, Luxembourg and the Netherlands) and a despatch note CP2. A combined customs declaration/despatch note PP69 may be used for the Irish Republic.
If sent by any kind of letter post (that is other than by parcel post) each package containing goods must have the top portion of a green customs label C1 affixed to the outside and be accompanied by a customs declaration C2/CP3. Provided the package does not exceed £50 in value a properly completed green customs label C1 affixed to the outside is sufficient.
A package sent by registered letter post containing goods of any value may have the customs declaration C2/CP3 inside it but it must have the top portion of a green customs label C1 affixed to the outside.
In addition to the above requirements any package containing goods which are not of T2 status and would not be entitled to community treatment on importation into the receiving member state must have a yellow label (C1130) affixed to the outside of the package and to any accompanying documents such as the invoice. If such a package also contains goods which are of T2 status for which treatment as community goods is required in the importing member state a T2L, authenticated by customs, should be included in the package or sent separately to the addressee.
The manner in which community status of goods may be determined together with details of the community transit system are described in customs notices 750 and 751.
The aim of the postal service is to clear most packages through customs on the basis of information supplied by the exporter on the customs declaration without reference to the importer. A copy of the invoice to support the declaration will often facilitate clearance especially where there is liability for duty.
The 'Post Office guide' lists those countries which have made a specific request for an invoice and gives more detailed information about the requirements for each country.

ATA carnet

My firm is sending some exhibits temporarily to a trade fair in an EEC country. Do I need to complete the usual customs import and export documentation or is there an alternative method of documentation?
An international customs document called an ATA (Admission Temporaire – Temporary Admission) carnet facilitates customs clearance by replacing the normal customs import and export forms including community transit forms and also the security by bond or deposit required for certain classes of temporary importation. It does not confer immunity from compliance with other customs conditions of temporary importation.
The carnet can be used for the temporary exportation and re-importation of goods which are subject to customs charges in the country of exportation and for such purposes as are permitted by customs regulations of the country to which they are consigned.
They may be issued for goods temporarily exported from the United Kingdom to all other member states of the EEC. They may also be issued for goods sent to Australia, Austria, Bulgaria, Canada, Cyprus, Czechoslovakia, Finland, Gibraltar, Greece, Hong Kong, Hungary, Iceland, Iran, Israel, Ivory Coast, Japan, New Zealand, Norway, Poland, Portugal, Romania, South Africa, Spain, Sweden, Switzerland, Turkey, USA and Yugoslavia.
Under this procedure a deposit of a percentage of the total value of goods, or a guarantee for the amount of the deposit, must first be lodged with the issuing chamber of commerce. HM Customs has approved the London Chamber of Commerce as the guaranteeing body for carnets issued by the following chambers of commerce: Birmingham, Bristol, Edinburgh, Glasgow, Leeds, Leicester, Liverpool, Manchester, Nottingham, Northern Ireland, Port of Portsmouth and Southampton.
The standard carnet fee is £20 reduced to £13 for members of any issuing chamber or for members of any chamber affiliated to the Association of British Chambers of Commerce.
Details of the facility are explained in a leaflet 'ATA carnets: an international customs facilitation scheme' published by the London Chamber of Commerce.

Community transit

We are planning to expand our export trade, especially to other EEC countries. How does the community transit system work and what documentation is required?
The community transit (CT) system is designed to fulfil two functions. One is a transit function which overcomes, by the use of a document known as a T form, the need to follow national transit procedures in order to move goods across or into any other member

CT system simplifies transit procedures.

state of the EEC, plus Austria and Switzerland.

The form consists of an original and three copies and has to be completed by the principal to a CT movement who can be the actual exporter or his agent. The principal must be the holder of a CT guarantee (normally given by a bank, guarantee society or trade association) which is intended to cover any amounts of duty, tax, levy or other charges for which the principal may become liable in the event of loss or other irregularity in the countries for which it is valid and which the goods are intended to cross or enter. The completed document is then presented for authentication by customs at an approved office of departure in the exporting member state. The original is retained by customs and the remaining three copies travel with the goods to cover their transit.

The second function is fulfilled when the goods arrive at an approved customs office of destination and their community status is indicated to the customs by the T form. This information will have already been placed on the document by the principal before authentication and will show the goods as being either of T2 status and entitled to community treatment or of T1 status and not so entitled.

The manner in which the status is determined and details of the procedure described above, which is known as the full CT procedure, are contained in customs notice 750. (It should be noted that the status of the goods will not affect the treatment they receive in Austria or Switzerland, which are not members of the EEC. Any claim to preferential treatment for goods which are to be entered for home use in those countries and are qualified under the rules of the free trade agreement between the community and each of those countries must be made in accordance with the procedure described in customs notices 827 and 828.)

Where goods are to travel by rail, a simplified procedure can be used. This procedure utilises the appropriate international railway consignment note already in use to cover the transit function and to indicate the community status of the goods at the destination. No separate T forms are required but it is necessary to complete a customs acceptance form in the United Kingdom giving details of the status of the goods before handing over to the rail authority. No guarantee is needed because the railway authority accepting the goods for transit also accepts responsibility for any customs duty, tax levy or other charges which may arise due to loss or irregularity. This system is known as the rail simplified procedure and is fully described in customs notice 753.

The full CT procedure is obligatory when the goods concerned are subject to a community special control on their use or destination (described in customs notice 755) or when the movement is to continue to a subsequent member state from the port of unloading in the first member state of arrival, unless the rail simplified procedure is used.

When the full CT procedure is not obligatory and where the transit function is not required (because, for example, the goods are travelling by air or by sea) a CT movement certificate may be used where a claim to community treatment is to be made provided that, in the case of a sea journey, the goods are to be cleared at the port of arrival in the first member state. Normally the document would be a T2L movement certificate which is completed by the exporter or his agent in the same way as a T form, but requires no associated guarantee. The T2L should be presented for authentication by customs before export and should be presented in support of a claim to community treatment in the importing member state.

A system called the 'article 41 procedure'

Selected customs notices

Copies of the following notices may be obtained from the local office of HM Customs and Excise (see telephone directory for addresses) or from HM Customs and Excise, 39–41 Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2117.

Subject	Notice number	Description
Baggage	290	Export of personal and household effects
Channel Islands	17	Arrangements for preferential trade between the Channel Islands and the United Kingdom
Containers	464	Goods in containers (including transport under TIR carnet) – customs requirements, procedures and facilities
Drawback	291	Effect of budget changes on claims for drawback
EEC	750	Community transit
	750A	Community transit: list of community offices
	751	Notes on completing community transit forms T1, T2 and control copy T forms
	753	Community transit: the simplified procedure for goods carried by rail
	754	Intra-community treatment of the catches of fishing vessels registered in member states
	755	Community transit: special control procedures
	780	Imports into the United Kingdom of goods subject to the common agricultural policy of the EEC or to the system of trade established by EEC regulation 1059/69
	800	Common agricultural policy: customs procedures in respect of export refunds and export licences
	800A	EEC common agriculture policy: customs procedures in respect of agricultural levies (Export control regulations 1977)
	811	EEC preferences: Greece
	812	EEC preferences: Turkey
	816	EEC preferences: Spain
	826	EEC preferences: imports
	827	EEC export preference procedures
	828	EEC preferences: rules of origin
Exports	37	Coding lists used in completion of customs documents
	104	ATA carnets
	118	Export trade reliefs: samples imported for promoting export trade
	221	Inward processing relief
	275	Documentation of exports for statistical purposes
	276	Customs entry forms in the C273 series – guidance on their completion
	290	Export of personal and household effects
Information document	49 [1]	International co-operation: information document
Inland clearance depots	464	Goods in containers (including transport under TIR carnet) – customs requirements, procedures and facilities
Ireland	81 [1]	The Irish land boundary
Post	142	Advance documentation of airmail parcels
Preference	826	EEC preferences: imports
	827	EEC export preferences: procedures
	828	EEC preferences: rules of origin
Process	235	Outward processing relief, EEC 1976
Professional effects	104	ATA carnets
Samples	118	Export trade reliefs: samples imported for promoting export trade
Tariff	37	Coding lists used in completion of customs documents
	770	Imported goods: (1) tariff liability dependent on end use; (2) end use controls for goods consigned from elsewhere within the EEC
Transport under TIR arrangements	464	Goods in containers (including transport under TIR carnet) – customs requirements procedures and facilities
Value added tax	700	General guide
	701	Scope and coverage
	702	Imports
	703	Exports

[1] Obtainable only from HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE.

A complete list of public notices distributed by HM Customs and Excise is contained in notice 1000.

More information on the CT system and associated procedures is contained in these customs notices.

49[1]	International co-operation – information docket.
104	ATA and ECS carnets.
242	Compensatory levy.
750	Community transit – general.
750A	Community transit – list of community transit offices.
751	Community transit: 1 Completion of community transit forms. 2 Use of loading lists as parts of community transit documents.
753	Community transit – the simplified procedure for goods carried by rail.
754	Documentation for fish caught by British fishing vessels.
755	Community transit – special control procedures.
800	EEC common agricultural policy – customs procedures in respect of export refunds, levies and licences.
800A	EEC common agricultural policy – customs procedures in respect of the agricultural levies (Export control regulations 1977).
827	EEC export preference procedures.
828	EEC preferences – rules of origin.

Copies of these notices and the relevant forms may be obtained from any custom house or office of a collector of customs and excise in the United Kingdom or from the Secretary, HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE.

[1] Obtainable only from King's Beam House.

may be used where export entry is made before exportation at the point of exit from the United Kingdom and where the goods are to be entered with customs at the point of importation into the next member state. It is appropriate for local traffic across the Irish land boundary or where the sea forms the frontier between the UK and the next member state. The article 41 procedure uses two copies of a T2 where this status would otherwise be appropriate but it cannot be used where the goods are subject to a community special control on their use or destination. It has the advantage over a normal T2L in being able to use loading lists or continuation sheets, called 'bis' sheets, as part of the document. No guarantee is required.

In certain circumstances goods exported over the Irish land boundary to the Republic of Ireland may be exported without the use of T forms by using instead a specially endorsed copy of the UK export document authenticated by customs. This procedure cannot be used for the export of common agricultural policy goods attracting monetary compensatory amounts.

Where community goods, with certain exceptions, are consigned to a non-member state other than Austria or Switzerland and are expected to be re-consigned to the community, they may be exported on a DD3 movement certificate. To qualify for community treatment on return they must be re-imported within six months and no process may be carried out on them in the meantime.

It should be noted that the CT systems described above do not in any way override the export or entry requirements of the UK or other member states.

Simplified transit procedures

My company regularly sends large containerised consignments to individual customers in other EEC countries. Is there any way in which I can simplify the transit procedure?

An exporter who consigns goods to a single destination in another EEC country by either a sealed container or vehicle would normally use the full community transit procedure (see preceding question).

There are, however, provisions to allow exporters and agents who consign goods on a regular basis and who can satisfy certain conditions to export direct from their premises under the full CT procedure without the need to produce the goods at an office of departure. Additionally the use of pre-authenticated CT movement certificates can be allowed to exporters or agents who can meet certain requirements.

Details of these arrangements are contained in customs notice 750.

Transport international routier (TIR)

Can the TIR system be used for intra-community trade?

The TIR procedure cannot be used for movements wholly within community territory. It has been agreed, however, that it may be used for movements involving member states if:

1. the movement begins or ends outside the community, Austria or Switzerland, or
2. the goods leave and re-enter the community in the course of the movement, or
3. the consignment is for split delivery to destinations both in the community, and in Austria or Switzerland, or
4. the consignment is for split delivery to destinations both in the community, Austria or Switzerland and in another non-community country.

But a CT movement certificate will not be issued for goods travelling under TIR in the circumstances of 1 or 3 above.

The community transit system is, of course, available for movements within the community and between the community and Austria or Switzerland.

Route	TIR procedure
UK-France-Spain	TIR may be used with CT movement certificates for goods delivered in France
UK-Austria (or Switzerland)-Yugoslavia	TIR may be used with CT or other appropriate movement certificates (eg EUR1) for goods delivered in Austria (or Switzerland)
UK-France-Austria (or Switzerland)	TIR may be used but CT movement certificates will not be authenticated

The TIR carnet serves as a bond and is guaranteed by the trade association which issues it. No payment or deposit of duty in the countries through which goods are travelling is normally incurred. Carnets are issued and guaranteed in the United Kingdom on behalf of their members by the Road Haulage Association and the Freight Transport Association.

Contacts . . .

HM Customs and Excise
King's Beam House
39–41 Mark Lane
London EC3R 7HE
01-626 1515

Classification section
Customs co-operation council nomenclature
ext. 2081

Imports under EEC preferences
GSP counties, Spain ext. 2453
ACP/OCT countries ext. 2173
Efta countries ext. 2279

Exports under EEC preferences
ACP/OCT countries ext. 2165
Mediterranean countries ext. 2385
(except Greece and Turkey)
Efta ext. 2454

Information certificates ext. 2454

ATA carnets (information) ext. 2251

Channel Islands, Isle of Man ext. 2276

European communities: general inquiries
ext. 3422

HM Customs and Excise
Kent House Upper Ground
London SE1 9PS
01-928 0533

Community transit
ext. 460

Greece and Turkey association agreements
ext. 475 or 470

TIR (information)
ext. 454

Road Haulage Association
Roadway House
22 Upper Woburn Place
London WC1H 0ES
01-387 9711

Freight Transport Association
Hermes House, 157 St John's Road
Tunbridge Wells
Kent TN4 9UZ
0892 26171

London Chamber of Commerce
69 Cannon Street
London EC4N 5AB

ATA carnets
01-248 4444

Department of Trade
General Division
Duty Remission Branch
Sanctuary Buildings
20 Great Smith Street
London SW1P 3DB

Florence Agreement
01-215 5968

Post Office guide
Copies of the Post Office guide can be purchased – price 60p (including postal amendment service) – from all post offices. Supplies of forms C2/CP3 and PP69 despatch notes and green labels are obtainable from all post offices. If very large stocks are required it is advisable to obtain these from head or district post offices giving notice in writing if possible.

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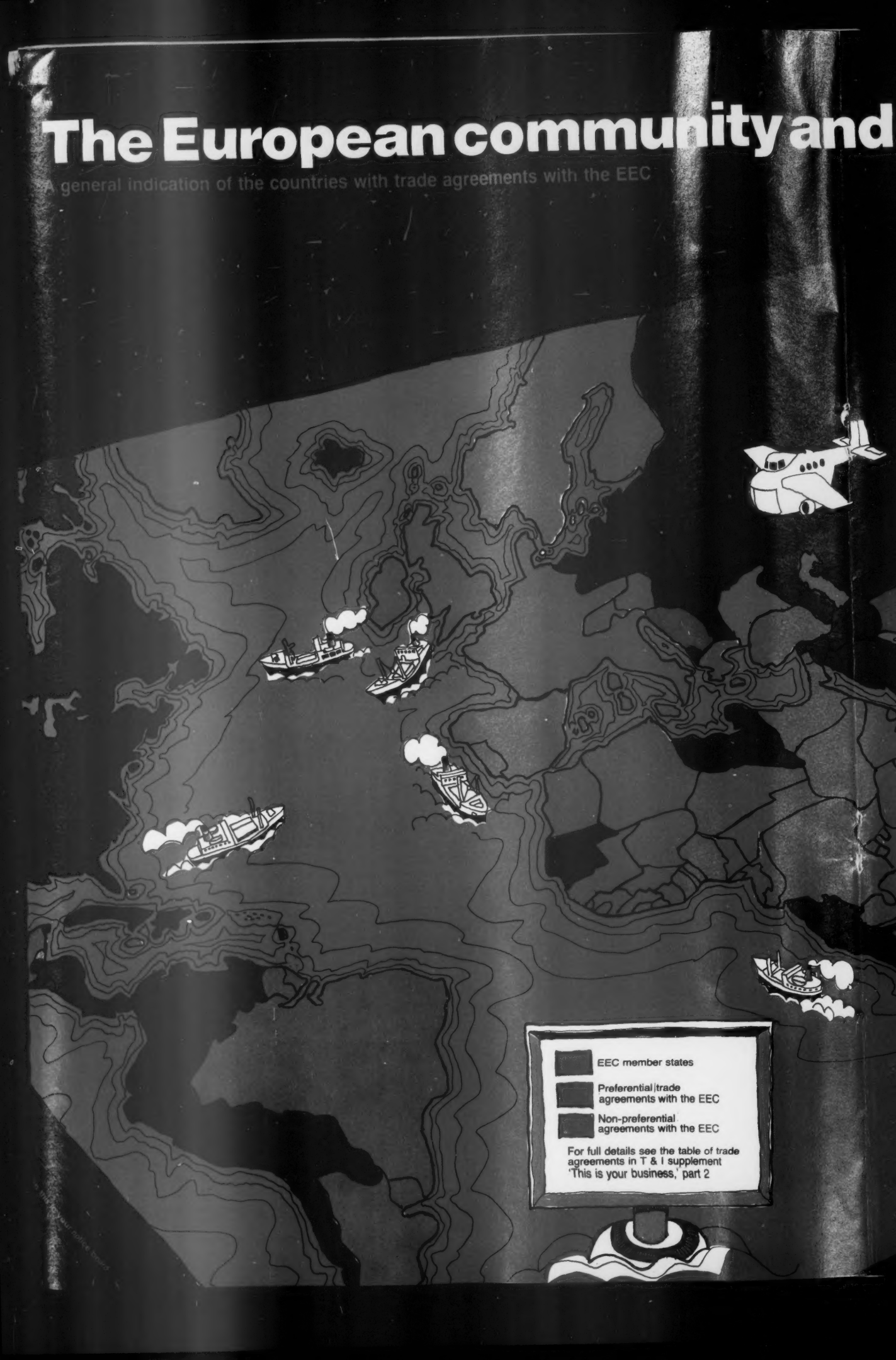
Tel. No. _____

The European community and

A general indication of the countries with trade agreements with the EEC


EEC member states
Preferential trade agreements with the EEC
Non-preferential agreements with the EEC
For full details see the table of trade agreements in T & I supplement 'This is your business,' part 2

d its worldwide trading links

Trade and Industry export briefing every Friday

Trade and Industry, 8th Floor, 1 Victoria Street, London SW1H 0ET (01-215 5730 or 01-215 7...

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Movement of freight

Haulage rules

Have there been any changes in the EEC rules governing international road haulage operations? Can you explain the details?

Certain road haulage operations between the United Kingdom and other member states have not required permits since July 1974. Permit exemptions apply to vehicles which have a maximum permissible laden weight (including any trailer) not exceeding 6 tonnes (5.9 tons) or which have a maximum permissible payload (including that of any trailer) not exceeding 3.5 tonnes (3.44 tons).

Enforcement officers in other EEC countries have been advised that the maximum permissible laden weight of vehicles of 0.4 tonnes to 2.54 tonnes (8 cwt to 2½ tons) unladen weight, and first used on or after 1 January 1968, can be found on a manufacturers' plate or otherwise on the DTP plate. To qualify for permit exemption, operators should therefore ensure that the vehicles they use carry the appropriate plate and that this is brought to the attention of enforcement officers on the journey.

Another important exemption affects vehicles on short journeys to and from ro-ro ferry terminals. No permits are required when the vehicle is loaded at a place not more than 25 km (15 miles) from the coast of another member state, or vice versa and the distance between the place where the goods are loaded onto the vehicle and the place where they are off-loaded from the vehicle when measured in a straight line (but disregarding so much of that distance as lies over the sea in a case where the vehicle is carried on sea transport specially constructed and equipped for the carriage of commercial vehicles and operated on a regular service) does not exceed 100 km (62 miles).

Other permit-free operations, some of which already apply under the terms of bilateral road haulage agreements, include the carriage of:

goods to or from airports in the event of air services being diverted;

luggage in trailers coupled to passenger-carrying vehicles;

mails;

damaged or broken down vehicles;

refuse and sewage;

animal carcases for disposal;

bees and fish fry;

articles required for medical care in emergency relief, in particular for natural disasters;

valuable goods (eg precious metals) in special vehicles accompanied by the police or other security guards.

Funeral transport, also, does not require a permit.

Details of the exemptions, which apply to both hire or reward and own-account operations, are given in annex 1 to the first council directive of 23 July 1962 as amended by directives 72/426 and 74/149.

A more recent change in EEC rules governing international operations is concerned with the liberalisation of movements using the combined systems of road and rail. It followed the entry into force on 1 October 1975 of directive 75/130 which freed British road hauliers using the road/rail 'piggy-back' systems within EEC countries from quota and permit restrictions.

However, because a minority of British hauliers have been operating on forged or illegally transferred permits, it has been necessary to devise a measure of control. British operators wishing to take advantage of the provisions of directive 75/130 will therefore be required to give a written undertaking to the International Road Freight Office that they intend to use French or West German road/rail systems. They will then be issued with a certificate which will satisfy enforcement staff that they are entitled to leave the country on an international journey. The certificate should also facilitate entry into France or West Germany where it will be stamped by the appropriate railway authority as proof that the 'piggy-back' service has been used. Further information and application forms for this certificate may be obtained from the International Road Freight Office. It will be an offence under the International Road Haulage Permits Act 1975 to forge or make a false declaration to obtain a road/rail certificate.

Taking a lorry to Europe

Where can I get information about taking a British lorry to the continent?

Department of Transport distributes two booklets giving basic details on international road haulage operations. 'Your lorry abroad – guide for British goods vehicle operators making journeys overseas' contains:

- ☐ General information on bilateral road haulage agreements governing haulage between the United Kingdom and most European countries, permits and other documentation, fiscal charges, motor fuel, insurance, customs facilities and the addresses of foreign transport authorities
- ☐ Supplementary notes for individual countries
- ☐ Guidance for hauliers operating to various Middle East countries.

'Guide to international goods vehicles drivers' hours and records' explains in simple terms the laws governing the permitted hours of work and rest of drivers on international journeys and the written records of such journeys which drivers and their employers must keep. The guide lists, for further reference, the acts and regulations from which its contents are drawn.

Copies of both booklets can be obtained free of charge from the International Road Freight Office.

All lorries going to EEC countries must conform with EEC regulations 1463/70, which requires that all goods and passenger motor vehicles be fitted with a tachograph.

Moving dangerous goods by road

My firm is going to export certain chemicals to EEC countries. Where can I obtain details of the regulations governing the transport of dangerous goods by road?

The European agreement concerning the international carriage of dangerous goods by road (ADR) has been in force since January 1968. Its purpose is to ensure that dangerous goods being conveyed by road will be able to cross international frontiers without hindrance if they are packed and labelled in accordance with annex A of the agreement and the vehicles comply with the provisions of annex B.

An important feature of ADR is that tanker vehicles carrying dangerous goods and certain other vehicles conveying explosive substances are subject to technical inspection and a certification procedure in their country of registration in order to ensure that they conform with both ADR requirements and with the normal regulations in force in the country of origin governing brakes, lighting, steering and so on.

At present 16 countries are signatories to the agreement. These include all the EEC countries (except Denmark and the Republic of Ireland) together with Austria, the German Democratic Republic, Poland, Portugal, Spain, Sweden, Switzerland and Yugoslavia. UK hauliers intending to carry dangerous goods to or through these countries will be required to comply with the provision of the annexes to ADR and in certain instances will

Contact points are given at the end of the chapter

Since July 1974, certain road haulage operations between the UK and other EEC members have not required permits.

require an ADR certificate. Vehicles are inspected for this certificate at certain Department of Transport goods vehicle testing stations and application forms for this test may be obtained from the traffic area offices. Before the test is carried out, the tanks of tanker vehicles must be examined and tested by one of the inspecting authorities approved for the purpose by the Home Office. In addition, the UK has introduced a scheme for the testing and certification of tank containers to implement the ADR requirements.

The ADR agreement and its technical annexes are contained in the 1976 edition (ISBN 0 11 5503951, £6.00), amendment 1 (ISBN 0 11 550 415X, 32p) and amendment 2 (ISBN 0 11 5504370, 35p) contain all the changes to the annexes up to May 1976. But further amendments to these regulations have been agreed and a new edition of the ADR agreement is to be published shortly incorporating the amendments and reflecting changes that came into force on 1 October 1978. The above publications may be obtained from HMSO.

Further details for UK road hauliers wishing to carry dangerous goods to and from those countries which have ratified or have acceded to the ADR agreement are contained in a free leaflet (ADR 2) which may be obtained from the Dangerous Goods Branch, Department of Transport, as can form RID/ADR-TCI explaining the tank container testing scheme.

Carriage of goods by road from this country to other ADR countries will normally involve a journey by sea. For the rules which apply, see the following answer.

Moving dangerous goods by sea

Are there any EEC regulations about the carriage of dangerous goods by sea?

No. Dangerous goods in transit from the UK by sea, whether in British-registered or foreign-owned ships, are subject to the Merchant shipping (dangerous goods) rules 1965, as amended, and to the recommendations of the Department of Trade's standing advisory committee on the carriage of dangerous goods in ships. The rules, which also apply to British-registered ships, loading in foreign ports, are contained in the blue book 'Carriage of dangerous goods and explosives in ships', second edition 1971 (ISBN 11 510669 3) as amended, from HMSO, £5.00. The committee has recently completed a further report which is expected to be published by the end of 1978.

The rules provide for the declaration and classification of dangerous goods based on the United Nations system and for their proper marking, packaging and stowage. They also prohibit the carriage of certain explosives and dangerous goods on passenger ships.

The blue book provides detailed guidance, class by class, on the recommended methods of packing, labelling and stowage. The regulations are broadly in line with those issued by the Inter-Governmental Maritime Consultative Organisation, a United Nations body whose European members include all the EEC countries (except Luxembourg), together with Finland, Greece, Norway, Poland, Spain, Sweden, USSR and Yugoslavia.

Certification for tanker vehicles

Does ADR certification cover the tanks of tanker vehicles during the sea journey to and from Europe?

No. Since July 1977 all portable tanks and road tank vehicles for the carriage of dangerous liquid chemicals by sea on British ships, or foreign ships loading within UK territorial waters, must be certified in accordance with the Department of Trade's 'Code for portable tanks and road tank vehicles for the carriage of liquid dangerous goods in ships'. The code has been published as an annex to the blue book – 'Report of the standing advisory committee on the carriage of dangerous goods in ships', available from HMSO.

Tanks that have previously been accepted by the department may continue in service until 1 January 1980 on production of the department's original letter of acceptance. The certification scheme is applicable only to tanks or road-tank vehicles owned or operated by British companies. Foreign-owned or operated tanks or road-tank vehicles that conform to the IMCO 'Code for the carriage at sea of liquid dangerous goods in portable tanks and road tank vehicles' and are so certified by a national authority or its approved inspecting agency may be accepted for transportation in the ships described above.

Applications for certification of tanks for the carriage of chemicals listed in the code should be made to the inspecting authorities, but applications in respect of chemicals not listed in the code, or for liquefied gases, should be made to Dangerous Goods Section, Marine Division, Department of Trade.

The department has authorised certain inspecting authorities to act on its behalf in approving the design, supervising the construction, listing and carrying out periodic inspections and issuing the appropriate certificates where the portable tank or road-tank vehicle complies with the provisions of the code. A list of the inspecting authorities and further information about the certification scheme is available from the dangerous goods section.

Contacts . . .

Department of Transport,
2 Marsham Street,
London SW1P 3EB

International road freight
01-212 7231

Dangerous goods by road
Tank container testing scheme
01-212 7262

Vehicle standards
01-212 3016

International Road Freight Office,
West Gate House,
West Gate Road,
Newcastle upon Tyne, NE1 1TW

Permits, information, booklets etc
0632 610031

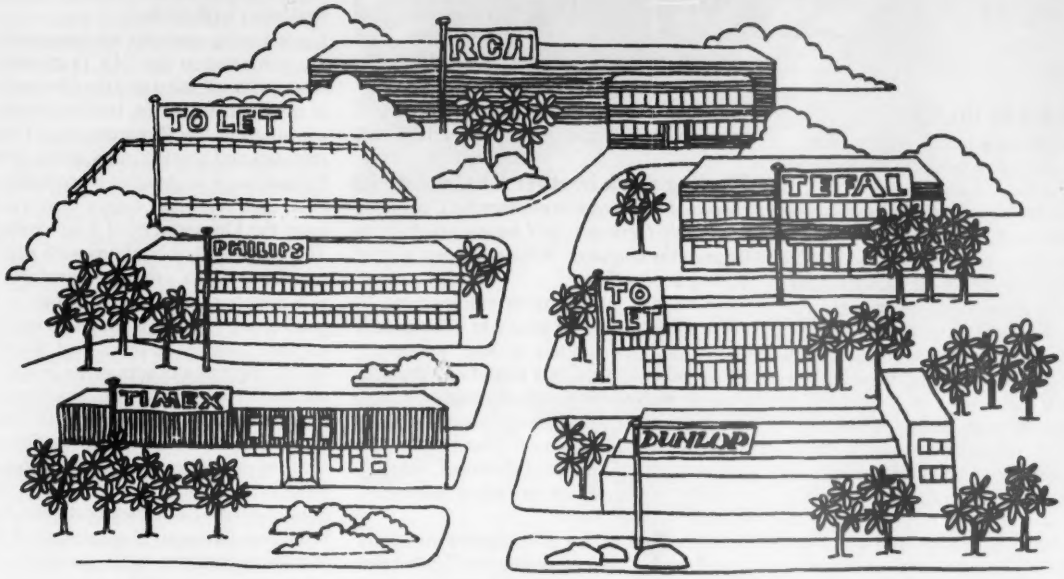
Department of Trade,
Dangerous Goods Section,
Marine Division, Sunley House,
91-93 High Holborn,
London WC1V 6LP

Certification of tanker vehicles
Dangerous goods by sea
01-405 6911 ext. 448, 449, 450

HMSO, 49 High Holborn,
London WC1V 6HB

ADR Agreement
'Blue Book'
01-928 6977

Come site-seeing in Washington



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Usworth Hall, Stephenson, District 12,
Washington, Tyne & Wear NE37 3HS.
Tel: Washington (0632) 463591
Telex: 537210 DCWASH G

P.S. We have an office in The World Trade Centre London.
Tel: 01 488 2838.

Working and travelling in the community

Starting a job in the EEC

I have been offered a job in another EEC country. Are there any formalities that I must comply with before starting work?

A United Kingdom national needs only a valid passport which should be endorsed by a UK passport office with the words 'Holder has the right of abode in the United Kingdom. Failure to obtain this endorsement may mean that you will be refused permission to work. A British visitor's passport is not valid for travel to another member state for employment.

On arrival you should ask the police authorities in the area where you will be living about the need for a residence permit and the procedure for obtaining one. Normally this entails presenting an employment certificate (suitably completed by your employer) together with your passport to the authorities responsible for issuing residence permits.

People from other member states are entitled to take up employment in any other country of the EEC, subject to their complying with any national legislation or regulations governing the employment of nationals of that state. They are entitled to the same treatment as nationals with regard to pay, working conditions, access to housing and property, vocational training and re-training, social security and trade union rights. This entitlement does not automatically extend to public sector employment. They also have the right to be joined by their immediate family.

More details about the employment of UK nationals in other EEC countries are contained in a leaflet 'Working in Europe' and for Germany in particular, a booklet 'Working in the Federal Republic of Germany'.

Copies of these publications are available from any job centre or employment office.

Finding work in other EEC countries

I should like to work in another EEC country, preferably Germany, as I have a good knowledge of the language. What is the best way of finding a post there?

Your nearest job centre or employment office may be able to give you information about job opportunities in other member states. In any case, if you would like the employment service of another member state to try to find you employment this office will forward an application on your behalf with copies of any diplomas, references, educational certificates or any other relevant material to that state.

If you are looking for an executive post your local job centre or employment office can put you in touch with Professional and Executive Recruitment (PER) which provides a recruitment service for managerial, executive, professional, technical and scientific staff. They occasionally get requests from employers who need staff to work abroad and may know of something suitable for you. However, there are many professions for which no agreement has yet been reached on the mutual recognition of qualifications.

In Germany the employment service publish a newspaper called *Markt und Chance* where you can advertise your qualifications and requirements free of charge under a reference number without giving your name.

You could also consult your own professional organisation about possible leads to an appointment or Kelly's 'British industry and services in the common market' and make a direct approach to firms who you think may have a suitable position.

There will be many questions you will want answered before you accept a job in another country and a leaflet entitled 'Working in Europe' contains useful information and a check list. Copies of this leaflet are available from PER, job centres and employment offices.

Living costs in the EEC

I have been offered a post in the Netherlands. Before deciding whether to accept I should like to know where I can find details of living costs, wage rates and social security regulations.

The Confederation of British Industry publishes annually a useful booklet entitled 'Western European living costs'. The seventh edition, giving prices and related information effective in January 1978, was published in July 1978.

It sets out general guidelines to likely costs in Austria, Belgium, Denmark, Finland, France, west Germany, Greece, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom, but is not intended to be a comparative study of one country's prices with another's. This guide, which includes sections on accommodation, clothing, consumer goods, food, salaries, office services, taxation and transport, can be obtained from the Confederation of British Industry price £10.00 (payment with order).

Comparative statistics on consumer prices are published in the OECD monthly *Main economic indicators* and the *General statistics* of the Eurostat series, both of which can be consulted at the Department of Industry's statistics and market intelligence library. Information on wage rates by industry in both EEC and non-EEC countries is available from the Department of Employment.

The rights and obligations with regard to social security of employed persons working in a member country are set out in guides published by the commission – a separate one for each member state entitled 'Social security for migrant workers guide No 1'. Copies are available from the publicity section of the Overseas Branch, Department of Health and Social Security. Further information on social security regulations, other than those on reciprocal medical treatment, may be obtained from the library of the International Relations Division, Department of Health and Social Security, while questions on medical treatment should be addressed to the department's International Relations Division.

Finally the London embassies of the individual countries are valuable sources of information on all these subjects.

Professions in the EEC

Which professions have free access to jobs in other EEC countries?

The free movement of persons is one of the fundamental principles of the European community. Agreement on free movement of employed people was reached as far back as 1964 but discrimination remained against a whole range of professions requiring national qualifications. Progress towards the adoption of measures for the mutual recognition of these professional qualifications has been very slow indeed.

However, two cases brought before the European court of justice in 1974 – Reyners and Van Binsbergen – opened the way for more positive action by the commission by declaring that in respect of establishment and the provision of services, there could be no discrimination of grounds of nationality or by way of a requirement of residence in a particular member state.

Doctors were the first of the professions to reach agreement on the mutual recognition of qualifications necessary for intra-community practice (EEC directives 75/362 and 75/363). Since December 1976 the EEC's 450 000 doctors have been free to practise in any of the member states, subject to certain training qualifications and experience. Consultative committees assist the commission so that community rules are kept up to date.

In March 1977 the council reached agreement on an EEC directive (77/249) enabling lawyers to provide their services throughout

the community. This directive, which will apply only to the temporary provision of services, is required to be brought into effect by member states before March 1979. It has not yet been possible to provide for freedom of establishment in the legal profession. What has been achieved is the mutual recognition of the status of lawyers as defined in each member state. A lawyer providing services is therefore exempt from residence requirements or registration but must still, when representing a client, practise under the same conditions as lawyers established in the host state.

The EEC directives relating to nurses (77/452 and 77/453) and dentists (78/686 and 78/687) were adopted in June 1977 and July 1978 respectively and should be implemented, in the case of nurses by mid 1979 and dentists in early 1980. Proposals for other professions, including architects, midwives, pharmacists, veterinary surgeons, accountants and financial advisers are under discussion. Information about these areas may be obtained from the relevant sponsoring department.

Self-employed in the community

I am self-employed and would like to set up business in another EEC country. Are there any regulations I must comply with?

For an increasing range of activities, individuals and firms in the European community have the right to set up business in any member state on the same conditions as the host country's own nationals. This right is known as 'freedom of establishment' and is guaranteed under the treaty of Rome. This basic freedom is backed up by directives which aim to harmonise the conditions regulating entry into certain occupations.

This legislation caters, in the majority of cases, solely for those who wish to work on a self-employed basis, although it does not matter whether at the present they are employees or self-employed. Normally, anyone going from one country to another to take up a job as an employee is covered not by freedom of establishment but by the free movement of labour provisions. More information can be obtained from local employment offices.

However, as an extension to the 'establishment' provisions some of the more recent directives have included paid employees. This enables an employee to work in another member state on behalf of a UK undertaking, as a manager running an independent branch of that undertaking.

In some occupations, countries may require their own nationals to have particular knowledge or training. Consequently they may ask nationals of other member states to provide evidence of their experience in a particular field. If evidence of previous experience is necessary the minimum requirements that must be met are set out in some detail in the relevant directive. Providing an applicant can satisfy the conditions the competent authority in the host country has to accept as evidence of this a certificate of experience which is obtained in the applicant's home state and attests to an applicant's previous training and knowledge. The host state may not prevent a person establishing a business providing he possesses the certification required by the directive.

On arrival, UK nationals intending to live in an EEC state should ask police authorities about residence permits.

Some directives also provide for forms of certification to satisfy countries with particularly strict provisions governing entry into an occupation. These are known as certificates of good repute and no previous bankruptcy, and certificates of financial standing. The first type of certification entails a person wishing to work abroad swearing before a competent judicially authorised person (ie commissioners for oaths, justices of the peace or notaries public) an oath to the effect that he or she is of good character and has never been bankrupt. The second form of certification, financial standing, can be effected by obtaining a written statement from a bank manager that the applicant is financially stable.

A list of the directives allowing 'freedom of establishment' in member states for certain activities is available from the Department of Trade, certificate of experience unit. The list is intended to serve as a general guide and gives an indication of the occupations for which a certificate of experience may be required. The unit can also provide applicants with a copy of the directive covering their particular activity and give general advice about certificates of experience.

Itinerant selling

What EEC regulations must I comply with when taking goods to other European community countries to sell direct to the public?

There are no EEC regulations but anyone wishing to take goods to another member state of the EEC to sell directly to the public without using a resident agent should remember that such activities are controlled by national laws, and that conditions vary from country to country.

In Belgium it is necessary to satisfy a residential qualification before a permit to sell directly to the public can be obtained. In France nationals of EEC member states do not now need to comply with the five year residence requirement which is demanded of other foreigners and it is possible for UK citizens to undertake itinerant activities provided they first obtain a 'Livret special de circulation'.

Itinerant selling is virtually prohibited in Denmark by national laws.

In the Netherlands street traders must obtain a licence normally issued by the local police, although police regulations vary from town to town. Door-to-door salesmen must register with a Dutch chamber of commerce. In some cities a trader needs to hold an EEC certificate of experience before he can get a licence. (See previous answer.)

Market trading only is allowed in Luxembourg and a licence must be obtained from the appropriate government department.

For the Federal Republic of Germany residence permits are not required. Registration with the police is only required for an extended stay. A trading licence is necessary and is obtainable from the local authorities;

in some cities a trader needs an EEC certificate of experience before he can get a licence. You would also be subject to trade tax.
In the Republic of Ireland foreigners are readily allowed to trade in the street, market place or door-to-door, provided the trader has obtained a licence from the appropriate authority.
In Italy itinerant salesmen must register with the chamber of commerce for the area in which they wish to trade. This registration is valid for the whole country. In addition, an authorisation must be obtained from the local municipal authorities in the area in which trading is to be conducted. Special regulations govern the supply of food and drink, and also trade in harbour areas, airports, stations and motorways.
All EEC customs authorities require import duties and VAT to be paid on the goods at the point of entry. However there are no import duties on goods of UK manufacture or in 'free circulation' in the UK providing a T2 or T2L is used. In the Netherlands the VAT inspector will wish to see anyone intending to sell goods direct to the public to tell them how to keep records of their transactions and supply them with the relevant VAT forms.
Import duty is not refunded on unsold items although VAT may be refundable on submission of a Dutch customs and excise certificate. Duty and VAT are refundable in Germany and Italy if the goods are re-exported under the control of the customs authorities.
Regular traders who are established in France, Belgium and Luxembourg should register with the VAT authorities – if not established, a responsible representative should be appointed – and they are then able to recover VAT payments in the form of quarterly returns. VAT cannot, however, be recovered if trading is on an occasional basis.
Import duties are not refunded on goods imported for sale.
In all countries vehicles used to transport goods must of course conform to national specifications.

Employing local labour in the EEC

My firm has a building contract in Holland and will be employing local labour. Are there any EEC regulations that should be followed before employing local people and where can I obtain information about local wage rates?
There is no harmonisation of legislation covering national insurance, pension rights and so on. EEC nationals are subject to the legislation and regulations of the country in which they work. Prospective employers can obtain information on conditions in other EEC countries by contacting the relevant embassy in London.
The most comprehensive source of information on wage rates is the 'Year book of labour statistics' published by the International Labour Office, CH-1211 Geneva 22. This is a summary for the previous 10 years of principal labour statistics in 180 countries and territories. It is compiled from data sent to the ILO by national statistical services or from official publications and also includes such information as hours of work, productivity and consumer prices. These figures are updated quarterly by the ILO in the bulletin of labout statistics. Details of EEC wage rates for particular industries can be obtained from the Statistics Division of the Department of Employment.

Reciprocal medical treatment

Shall I be able to get free medical treatment if I need it while on a business trip to other EEC countries?
When you are staying temporarily in any of the EEC countries you can – if eligible – get immediately necessary treatment on the same terms as nationals of that country. The arrangements apply to nationals of EEC countries who are covered by the EEC social security regulations, that is employed persons, most self-employed persons and most pensioners. They also apply to members of their families. In the case of Denmark and Germany you can get treatment even if you are not covered by the EEC regulations.
The other EEC countries do not have a British-type national health service. In most of them medical treatment is part of the sickness insurance scheme run by independent institutions. The procedure for obtaining treatment may be more complicated than in the UK and visitors are expected to follow the same procedure as the citizens of the country concerned. In some countries treatment is free. In others you have to pay part of the cost. In some countries you pay the full cost, then claim full or part reimbursement from the sickness institution.
In most other EEC countries you need to take with you a certificate of entitlement (form E111) in order to obtain treatment. This certificate can be obtained from local offices of the Department of Health and Social Security. Leaflet SA28 'Medical treatment for visitors to EEC countries' which explains the categories of persons covered and how to get treatment in each country, also contains an application form (CM1) for the certificate of entitlement. Small supplies of the leaflet may be obtained from DHSS local offices. Requests for larger quantities should be addressed to Department of Health and Social Security, Information Division, (leaflet unit).
General questions on medical treatment in the EEC should be addressed to the department's International Relations Division.

Travelling to Europe by car

What proof of insurance do I require when driving in other EEC countries?
In accordance with an EEC directive which came into force in 1974 motor insurance policies issued in any member state include the minimum legal cover required for motor insurance in the other member states. These arrangements have since been widened to apply to Sweden, Norway, Switzerland, Austria, Finland, Czechoslovakia, East Germany (GDR) and Hungary. By virtue of these and other measures, insurance checks at frontiers between all the states covered by the arrangements have been abolished.
Although you will not therefore normally be required to show evidence of insurance at the frontier you should carry such evidence with you in case you become involved in an accident or with the police. Your domestic certifcate of insurance should be sufficient proof but it is preferable to have a green card (which is obtainable from your insurer) as this has been recognised throughout most of Europe for many years.
It should also be remembered that these EEC arrangements provide only the minimum legal cover required by the national laws of the countries being visited. Most British motorists cover themselves for risks beyond the legal minimum – for example, against own vehicle damage – and if this extra cover is required for journeys abroad you should consult your insurer.

Equal pay

Is there any EEC legislation dealing with equal pay?
An EEC directive relating to equal pay was published in the *Official Journal of the European Communities* L54 on 19 February 1975.
The purpose of the directive is to approximate the legislative and administrative provisions of the member states of the community dealing with equal pay for the same work or for work to which equal value is attributed.
In general the Equal Pay Act 1970 and the Equal Pay Act (Northern Ireland) 1970 enable the UK to comply with the directive. There is, however, a provision in the directive that workers should be protected against dismissal if they claim equal pay. This requirement is met in Great Britain by virtue of the 'unfair dismissals' provisions of the Trade Union and Labour Relations Act 1974 and the provisions of the Sex Discrimination Act 1975 which make it unlawful to discriminate against any person by treating them less favourably than another person on the grounds that they have asserted their rights under the Equal Pay Act. Similar legislation is in operation in Northern Ireland.
In a judgement on a case referred to it by a Belgian court, the European Court of Justice ruled that under article 119 of the Treaty of

Free service for businessmen!
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London, SW1H 0ET. Tel. 01-215 4301 (six lines).

Rome the principle of equal pay among men and women doing the same work is directly applicable in member states and capable of being invoked before national courts. But, except in the case of workers who have previously introduced an action or raised an equivalent claim, the court has specified that the direct effect of article 119 may not be invoked in support of claims relating to periods of remuneration earlier than the date of the judgement – 8 April 1976.

Public houdays in EEC countries

How can I find out about public holidays in the EEC, so that I can avoid them when planning business trips?

A chart showing the dates of public holidays in all the EEC and Efta countries during the following year is published regularly in *Trade and Industry* and copies of the current chart are always available from the EEC information unit. The 1979 guide to public holidays will appear in part 3 of this guide published in *Trade and Industry* on 8 December 1978.

Dates of public holidays and other useful information about individual countries can also be found in the 'Hints to businessmen' booklets published by the British Overseas Trade Board. These booklets, which cover most countries of the world, give a wide range of information for businessmen intending to visit prospective markets. Subjects covered include travel, climate, currency, population, industrial and economic factors, import and exchange control regulations and methods of doing business. Copies are available from the Department of Trade's publications sales unit, the regional offices of the Department of Industry or from the Department of Commerce in Northern Ireland, price £1 each.

Contacts . . .

Department of Employment,
32 St James's Square,
London SW1Y 4RJ.

EEC general inquiries
01-214 6406.

Department of Employment,
2-18 Ebury Bridge House,
Ebury Bridge Road,
London SW1W 8PY.

Free movement of labour
01-730 9661 ext. 350.

Department of Employment,
Statistics D3,
Almack House,
26 Kings Street,
London SW1Y 6RB.

Wage rates in EEC by industry
01-214 6788 or 6784.

Manpower Services Commission,
Employment Service Division,
Selkirk House,
166 High Holborn,
London WC1V 6PF.

Job opportunities in EEC – by country
01-836 1213 ext. 580.

Department of Health & Social Security,
International Relations Division,
Alexander Fleming House,
Elephant and Castle
London SE1 6BY.

General questions on medical treatment
01-407 5522 ext. 668.

Department of Health & Social Security,
International Relations Division Library,
10 John Adam Street,
London WC2N 6ND.

Social security regulations
01-217 3125.

Department of Health & Social Security,
Information Division (Leaflet Unit),
Cannons Park, Government Building,
Honeypot Lane, Stanmore,
Middlesex HA7 1AY.

Leaflet SA28

Department of Health & Social Security,
Publicity Section, Overseas Branch,
Newcastle upon Tyne NE93 1YX.

Social Security guides

Department of Industry, Statistics and Market Intelligence Library,
Export House, 50 Ludgate Hill,
London EC4M 7HU.

Statistics and market intelligence
01-248 5757 ext. 368.

Department of Trade, General Division 3,
1 Victoria Street, London SW1H 0ET.

Certificates of experience
01-215 3741.

Department of Trade,
Overseas Tariffs and Regulations Division,
Export House, 50 Ludgate Hill,
London EC3M 7HU.

Door-to-door selling
Setting up subsidiary companies
Agency legislation
01-248 5757.

General inquiries ext. 408.
Belgium ext. 288
Denmark ext. 408
France ext. 423
Germany (West) ext. 467
Italy ext. 466
Luxembourg and Netherlands ext. 288
Republic of Ireland ext. 466

Department of Trade, Publications Sales Unit, Export House, 50 Ludgate Hill,
London EC4M 7HU.

BOTB publications
01-248 5757 ext. 406 or 469.

Department of Commerce,
Chichester House, 64 Chichester Street,
Belfast BT1 4JX.
0232-34488.

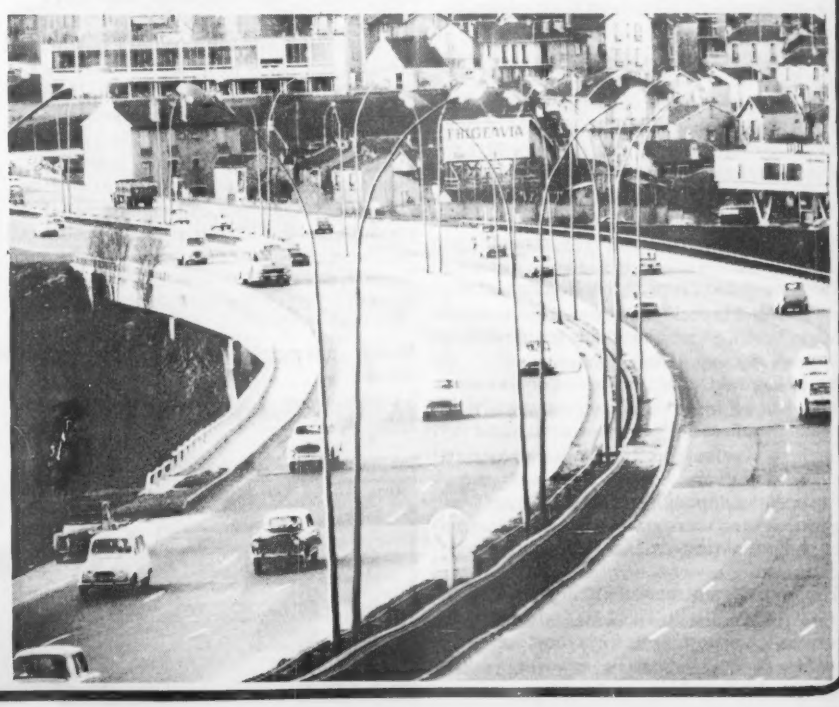
Department of Transport,
2 Marsham Street,
London SW1P 3EB.

Transport under green card
01-212 3010.

Confederation of British Industry,
(Print and Publications Department),
21 Tothill Street, London SW1H 9LP.

CBI publications
01-930 6711.

Because of the difficulties that may be encountered in the direct selling of goods in other EEC countries, UK exporters proposing to undertake such business should get further information from the appropriate country desk of the overseas tariffs and regulations (OTAR) section of the Department of Trade.



Market information

EEC markets

I am doing some research on the European market potential for our company's products. Can you direct me to any useful reference material, particularly statistical sources?

The Department of Industry's statistics and market intelligence library (Smil) holds an extensive range of published trade, economic and general statistics, including the most up-to-date collection of European trade statistics in the United Kingdom. Augmenting these are foreign trade and telephone directories, catalogues of foreign manufacturers, mail-order firms and department stores, and commercially-published market reports. Many development plans are on view giving early indications of possible export markets.

The library, open to the public from 09.00 to 17.30, Monday to Friday, has a large room suitable for desk research. Retrieval of market information is facilitated by abstracting and indexing services. Library staff will help visitors in locating information and they can answer quick reference questions by telephone or telex. A document-copying service for non-copyright material is also available. Bibliographies of sources of statistics and market information are prepared by the library from time to time.

Sales prospects

Now that tariff barriers have been abolished I want to make full use of the EEC as a market for my products. Where can I get advice on sales prospects?

The Department of Trade, under the direction of the British Overseas Trade Board, provides a wide range of help and advice for exporters. Firms in London, eastern and south eastern England can get information about market prospects for particular commodities and services, and help with business visits abroad from its general export services branch in London. (Other government offices which provide specialist export services are listed on page 57. Regular information about specific sales opportunities and market intelligence is available to subscribers through the export intelligence service.

Specialist help from the special export services branch includes the export market research scheme which gives advice and financial assistance in approved cases to firms engaged in overseas market research, the European components service (see next question) and an overseas visitors bureau to co-ordinate arrangements for inward trade missions.

The statistics and market intelligence library (Smil) in London also provides an important service for exporters. Information you require to identify market opportunities is likely to be found among the unique collection of statistical data, directories, foreign catalogues and overseas development plans. (See also answer to preceding question.)

Regular reports on overseas markets – as well as news of tariff changes, customs regulations and new legislation – appear in *Trade and Industry*. Bringing information from official sources world wide, *Trade and Industry* can be obtained every week from government bookshops and leading newsagents or on subscription from HMSO.

Sources of statistics

Where can I get comparative statistics on EEC countries?

Comparative statistics are produced by the statistical office of the European communities – Eurostat. Some are produced on a regular basis while results of one-off surveys are published separately.

A handy pocket-sized publication *Basic statistics of the community: Comparison with some European countries, Canada, USA, Japan and USSR* (annual, 15th edition 1977, £2.30) gives a selection of statistics covering economic and social activity. *Monthly general statistics bulletin* (annual, £24.00) contains statistics on short term economic trends in the community supplied by national sources. In some cases the statistics have been adjusted to improve comparability.

Trade between member states is documented in two ways. The *Monthly general statistics bulletin* (annual, £24) provides rapid dissemination of information on short term trade developments, including trade between the community and third countries. A more detailed analysis is provided annually by *Analytical tables of foreign trade NIMEXE* (annual, 12 volumes plus yearbook 1975: Complete special series £110). The 1976 edition is available on microfiche. Indices of industrial production and data on production of basic raw materials and manufactured goods in member countries are collected in the *Quarterly bulletin of industrial production* (annual, £14).

Specialised series are published for certain agricultural products individually and there is also a *Yearbook of agricultural statistics* (annual, 1977 issue, £3.10).

A series of bulletins – *Coal monthly bulletin* (annual, £4.80), *Hydrocarbons monthly bulletin* (annual, £9.60), *Electrical energy monthly bulletin* (annual, £4.80) – provide a regular update of production figures and also highlight latest developments. Annual figures are available in *Energy statistics yearbook* (annual, 1970-75 issue, £7.30), *Coal statistics* (annual, 1976 issue, £2.40), *Petroleum statistics* (annual, 1976 issue, £1.60), and *Electrical energy statistics* (annual, 1976 issue, £3.20). Separate publications are provided for iron and steel – *Quarterly iron and steel bulletin* (annual, £14.40) and *Iron and steel yearbook* (annual, 1977 issue, £10).

Other publications include *Social indicators for the European community* 1960-1975 (special publication, £8, *Education statistics* (annual, 1970-1975 issue, £7.50), *Population and employment* (annual, 1950-1976 issue, £6.25), *Demographic statistics* (annual, 1960-1976 issue, £4.80), *Tax statistics* (annual, 1970-1975 issue, £5), *Labour force sample survey* (special publication, £6.40).

New series and new issues of established series are listed in 'Eurostat news' which is published frequently throughout the year at irregular intervals. Requests to be placed on the mailing list for this publication should be addressed to the Statistical Office of the European Communities in Luxembourg. All other Eurostat publications can be obtained singly or on subscription from HMSO.

Export marketing research scheme

I am drawing up my company's plans for an EEC export drive. How can the government's export marketing research scheme help me?

The export marketing research scheme is an important export promotion service of the British Overseas Trade Board. Its objective is to help and encourage UK firms and trade associations to undertake marketing research in the EEC and other overseas markets as a key part of their export effort.

The BOTB employs professional marketing researchers to advise firms on the best methods of marketing research and in approved cases will pay a substantial part of the cost of research. In most cases the research will be ad hoc and will need to be carried out by research consultants but support is also given towards the purchase of multi-client studies and to research undertaken overseas by applicants' own UK-based qualified research staff.

Applications for assistance under the scheme

Munich – a comprehensive international trade-promotions guide appears quarterly in *Trade and Industry*.

should include information under two main headings:

- Research brief, ie background data on your firm, products, research requirements
- Research proposals, including terms of reference, research methods, timing, costs.

Reports of assisted projects are entirely confidential to the firms commissioning them. A copy is inspected by the BOTB to ensure that the work has been carried out to the required professional standards.

Eligibility is restricted to exporters or potential exporters whose goods or services are produced in the UK. Priority is given to applicants with little or no previous experience of export marketing research. Those who already have such experience are not excluded but for them support will be at lower levels.

A firm with no qualified staff wishing to set up a research department can get advice from BOTB on how to do so and may receive additional financial support during the first year of the new department's operation.

In the past, supported projects have covered all the EEC states as well as Japan, USA, the Middle East, Africa and South America. Europe has accounted for 50 per cent of the total number of projects put forward by applicants. The range of applicants has been wide and the scheme has by no means been monopolised by large firms. Some 15 per cent of users have a turnover of less than £1 million, over 50 per cent less than £10 million. Nearly 40 per cent have export sales of less than £1 million. There have been many success stories: a recent follow-up analysis showed that as many as 80 per cent of supported firms had taken marketing action on the research results within six months.

If you would like to know more about the scheme or wish to submit a project for consideration you should contact the Director, Export Marketing Research at Export House.

Exporting: engineering components

What is the European components service?

This BOTB service seeks out export opportunities in selected west European countries for British manufacturers of engineering components. It receives guidance from the European components group, a committee of businessmen and industrialists.

The technical staff of the service visit buyers and engineers at European assembly plants and channel inquiries to appropriate suppliers in this country. They try to bring potential buyers and suppliers into contact as quickly as possible.

Further information is available from the European Components Service at Export House.

Calls for public tender

I understand that calls for public tender for both works and supplies by central and local government authorities in the EEC must be published in all member states. Could you please tell me where they appear in the UK?

Under the provisions of EEC directive 71/305, central and local government authorities in the EEC are required to publish calls for tender for public works contracts of an estimated value of not less than 1 million European units of account (£650,000). In addition, since 1 July 1978, under the provisions of directive 77/62, public purchasing authorities in the EEC are required to invite competitive bids from firms throughout the EEC on public supply contracts worth more than 200 000 European units of account (£130,000).

Calls for tender are published in special supplements ('S' series) of the daily *Official Journal of the European Communities*. These are available from HMSO at an annual subscription of £24 (single copies 60p) or from the office for official publications of the European communities.

Information about EEC public works and supplies contracts including UK opportunities can also be obtained by subscription to the export intelligence service (EIS) of the British Overseas Trade Board. By using this computer-based selective export information service, the exporter can get information by first class mail about these contracts in respect of countries, products or services which are of particular interest to him. The cost of the service is £37.50 for 150 notices.

For further information about EIS, contact Export House or the export section of your nearest Department of Industry regional office to arrange for a representative to call to discuss your requirements.

More information about EEC legislation on public works contracts is published in the Department of Environment circular 59/73 (HMSO, price 60p) and amendment sheet 102/76 (free of charge from DoE). Advice on the application of the directive to individual cases can be obtained from the directorate of contracts (CON 12), Department of the Environment.

British Overseas Trade Board, with the help of the Confederation of British Industry, has produced a booklet explaining the terms of the directive on public supplies contracts which also offers advice to British exporters on where to go for further information. This booklet is available, free of charge, from the publications sales unit at Export House.

Rates of VAT

Is the VAT system being harmonised throughout the EEC?

All EEC countries have adopted the value added tax system but as the table shows, differences exist between member states as to the number of rates in force and their scope.

Rates as a percentage of prices before VAT

Country	Standard rate	Reduced rate [1]	Increased rate
Belgium	16	6	25
Denmark	20.25	—	—
France	17.6	7	33⅓
Irish Republic	20	0 or 10	35 or 40
Italy	14	1, 3, 6, 9 and 12	18 or 35
Luxembourg	10	2 or 5	—
Netherlands	18	4	16 or 17.5 [2]
West Germany	12	6	—

[1] Foodstuffs and other essential goods.
[2] Supplementary rate for private cars according to value.

The general application of VAT in member states is governed by the second directive on VAT. The sixth directive on VAT which came into force on 1 January 1978 sets out the arrangements for the harmonisation of the structure of VAT in the community, but it does not attempt to harmonise the rates of VAT.

Further details of VAT rates in the community are available from OTAR. Information on VAT harmonisation is obtainable from the inquiries section at HM Customs and Excise.

Export opportunities in developing countries

I understand there are opportunities for British exporters in connection with projects in developing countries receiving financial aid through EEC's European development fund. Where can I get more information about this?

The European development fund (EDF) was originally created under the provisions of the treaty of Rome to aid the dependencies of EEC member states. It was twice renewed before the 1975 Lomé convention established a new and enlarged fund open to the signatory African, Caribbean and Pacific (ACP) states, most of them having historical links with individual members of the community.

The UK, whose membership of the EDF became effective on 1 April 1976, is the third largest contributor to the present fund – totalling 3150 million European units of account (Eua – see page 26) over the four years to 1980. Since the rules and operation of the EDF are designed to offer companies throughout the community an opportunity to compete for works and supplies contracts on an equal basis, British industry with its experience of markets in the developing countries is well placed.

Day-to-day administration of the fund rests with the European commission which, in judging each application, solicits the opinion of the nine member states. Where approved, the ACP state has to draw up specifications and invite tenders – normally limited to competition within the community and the ACP states. Awards rest with the ACP country in consultation with the local commission delegate.

Contracts for supplying goods such as vehicles and small items of plant are often placed through local agents and British companies will obviously benefit from established local contacts. Tenders for projects likely to be beyond the scope of local industry or seeking joint collaboration are advertised throughout the community in the 'S' series of the *Official Journal of the European Communities* available from HMSO or the office for official publications of the European communities. Projects assisted under the fund range from the construction of small dams, silos and bridges to installing process plant for raw materials, building factories for finished products, training and promotion.

Initial inquiries about the EDF and related opportunities should be addressed to the projects sub-section (SES4A) of the Department of Trade at Export House (ext. 342 or 362). Details of EDF sponsored contracts open to tender are sent to subscribers to the Department of Trade's export intelligence service

(EIS) – for details, contact EIS at Export House.

UK consultants with a proven record of success in development projects should be able to play an active part in operations financed by the fund. Those wishing to have their organisation included on the official register of consultants should contact the EDF Finance Department (Consultancy Register), Commission of the European Communities, rue de la Loi 200, 1040 Brussels. Opportunities presented by the EDF (and other mutlilateral agencies) are described in the BOTB booklet 'The International Lending Agencies' available from the publications sales unit at Export House.

European trade committee

What is the function of the European Trade Committee?

The ETC is the area advisory group responsible for advising the British Overseas Trade Board on:

- the prospects and possibilities for British industry and commerce in the enlarged community and countries associated with it
- plans for trade development activities to facilitate exploitation of those possibilities and the deployment of resources necessary for that purpose
- the most effective methods of bringing those activities to the attention of British companies which can benefit from them.

The ETC's chairman is Sir Derek Ezra, chairman of the National Coal Board; there are 21 industrial members and four official members. It has four sub-committees. These with their respective chairmen are:

Capital goods committee – B. N. Preston, director, Stone Manganese Marine Ltd; Consumer goods committee – E. Rayne, CVO, director, Debenhams Ltd; Consumer durables committee – F. J. Briggs, director, Norcros Ltd; and European components group – R. Bate, Renold Ltd.

In addition Mr E. J. W. Hellmuth represents the ETC on the common market sub-committee of the committee on invisible exports.

The ETC maintains close links with UK diplomatic posts in western Europe from which it regularly obtains information about potential export opportunities for specific products in specific markets. After confirming these opportunities with the industry concerned the committee brings them to the attention of appropriate firms either directly or through trade associations and export groups.

Since its membership consists largely of senior industrialists who are themselves actively involved with the west European markets, the committee is strongly market orientated and able to provide advice and initiate action which will facilitate co-ordinated market plans.

The ETC collaborates closely with National Economic Development Office to strengthen and shorten the channels of communication through which export intelligence flows from the overseas markets to the end users through the medium of the export intelligence service of the BOTB and the sector working parties of NEDO.

Further information can be obtained from the ETC secretariat at the Department of Trade.

Government Services for Exporters

Departments of Trade and Industry,
Export House,
50 Ludgate Hill,
London EC4M 7HU,
01-248 5757

General export services

In co-operation with HM Government representatives overseas General Export Services Branch provides information, advice and assistance on a world-wide basis to British businessmen seeking to export their goods or services. The branch offers a wide variety of services including briefs on market prospects and assistance in finding an overseas agent. The aim is to ensure as far as possible that the service provided matches the ability of the firm to make effective use of it. Firms in London, eastern and south-eastern England can obtain further information from Export House, ext. 227. Those in other areas should contact the export sections in the government offices to be found in the list of useful addresses.

Overseas tariffs and regulations

OTAR provides up-to-date information on overseas tariffs, and customs regulations and on almost all legislation which may affect United Kingdom exports, covering not only the EEC but all other countries. For exporters to the EEC countries, Otar also provides information handouts on such subjects as circulation certificates, documentation-transit certificates, invoicing requirements and preferential trading arrangements between the community and third countries. Information and copies of handouts are available from Otar, Export House, ext. 408. (EEC general inquiries), 423 (France), 408 (Denmark), 288 (Netherlands, Belgium, Luxembourg), 466 (Italy, Irish Republic), 467 (West Germany).

Export intelligence service

This computer-based service provides subscribers with a wide range of selective export information, including details of specific export opportunities, calls for tender, market reports, overseas agents seeking British principals, changes in overseas tariffs, import regulations, etc. For further information contact EIS at Export House, ext. 430 and 556.

Inward missions scheme

BOTB is prepared to make financial assistance available in appropriate cases to groups of British firms wishing to invite overseas businessmen to Britain. The interests of mission members must be broadly similar so that they may undertake the same programme of visits. Further information is available from Overseas Visitors Bureau, Export House, ext. 463.

Export marketing research scheme

BOTB's Director of Export Marketing Research can advise firms on how market research can help with a particular exporting problem. In approved cases he is also in a position to offer financial assistance to the cost of export marketing research projects whether carried out by consultants or by in-house staff. Further information can be obtained from EMR, Export House, ext. 7263.

Status of overseas companies

A United Kingdom firm can obtain a report assessing the suitability of an overseas organisation, or individual, to act as its representative, agent or manufacture-under-licence partner. These reports are compiled by commercial officers of the Diplomatic Service. For details write to Export House or telephone ext. 7015.

European components service

The object of this service is to seek out export opportunities for British engineering components in selected West European countries. The service's marketing staff make personal visits to chief buyers and engineers at mass assembly plants and solicit inquiries from them to pass on to competent United Kingdom suppliers. Further information can be obtained from ECS, Export House, ext. 430.

Statistics and market intelligence

This Department of Industry reference library can save exporters time, money and research abroad. It contains an extensive range of published facts and figures including trade statistics, business directories, catalogues, market surveys and development plans from all over the world. Smil is open to the public for consultation and desk research from 09.00 to 17.30, Monday to Friday, at Export House, inquiries: ext. 368 or 369.

Fairs and promotions

BOTB organises group participation of British firms at overseas trade fairs, exhibitions and other displays. It also supports British shopping weeks and store promotions. If you wish to know more about these activities, write to Fairs and Promotions Branch at:
Department of Trade, Hillgate House,
26 Old Bailey, London EC4M 7HU,
01-243 5757 ext. 7171

Publications sales unit

All inquiries regarding the sale of BOTB priced publications should be made to the Publications Sales Unit at Export House, ext. 412 and 569.

Other contacts . . .

Department of Trade, 1 Victoria Street, London SW1H 0ET.
ETC secretariat
01-215 5295.

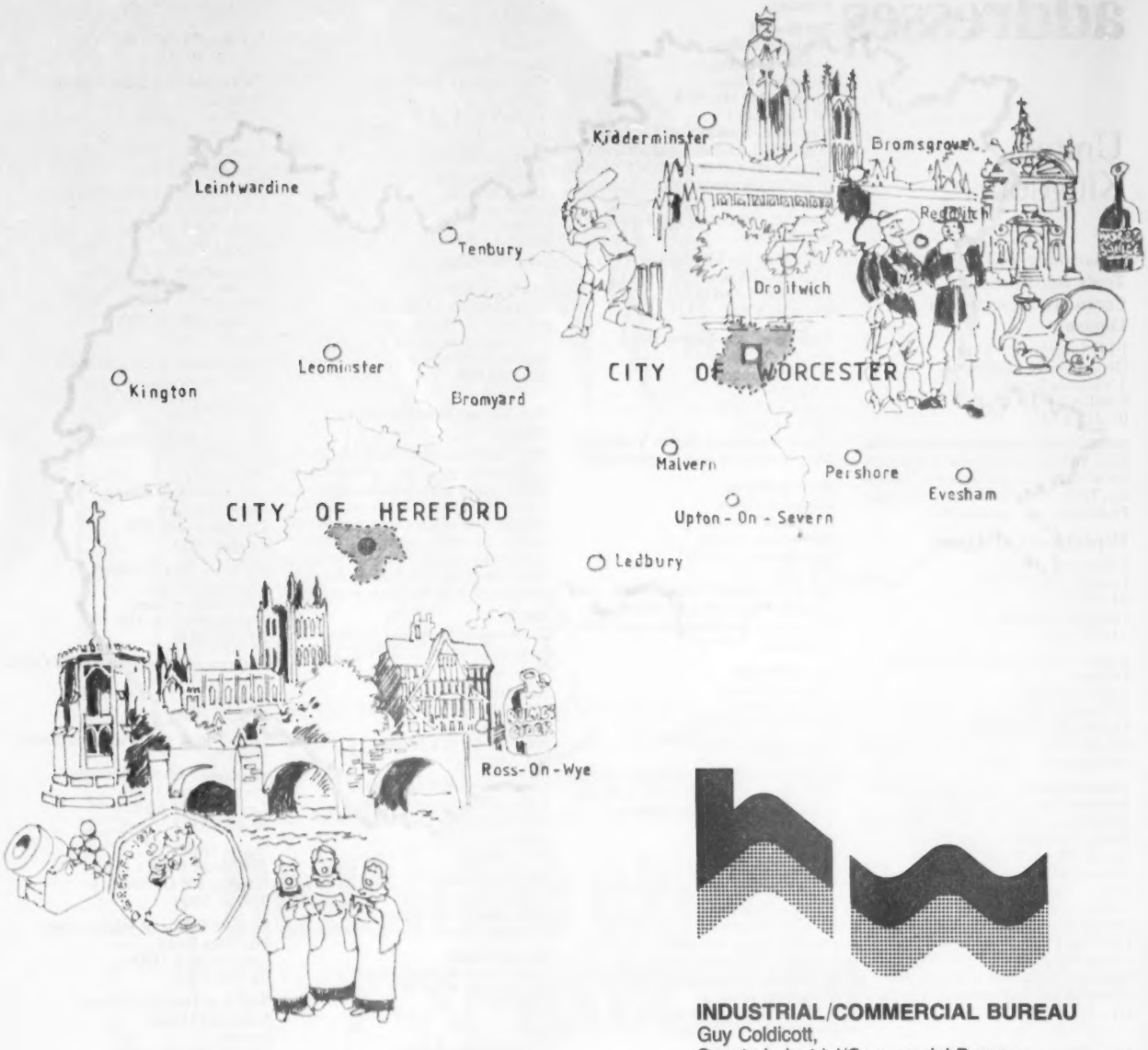
HM Customs and Excise,
King's Beam House,
Mark Lane, London EC3R 7HE.
VAT harmonisation
01-626 1515, ext. 3512.

Department of the Environment,
(Property Services Agency),
2 Marsham Street, London SW1P 3EB.
Public works contracts
01-212 8486.

HMSO, PO Box 569, London SE1 9NH.
Eurostat publications
01-928 6977, ext. 365.

Statistical Office of the European Communities,
(Attention Mrs Simmet)
Boite Postale 1907, Luxembourg.

The County of Hereford and Worcester



INDUSTRIAL/COMMERCIAL BUREAU
Guy Coldicott,
County Industrial/Commercial Bureau,
County Hall,
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EEC 2

Useful addresses

United Kingdom

Departments of Industry, Trade and Prices and Consumer Protection in London

EEC Information Unit
Department of Industry
1 Victoria Street
London SW1H 0ET
01-215 4301

central point for general inquiries on EEC matters in the range of subjects for which the Departments of Industry, Trade and Prices and Consumer Protection are responsible

Department of Trade

1 Victoria Street
London SW1H 0ET
01-215 7877
General inquiries:
01-215 3751

Export Services and Promotions Division
Export House
50 Ludgate Hill
London EC4M 7HU
01-248 5757
All inquiries: ext 611

assists exporters in Greater London, Bedfordshire, Berkshire, Cambridgeshire and the Isle of Ely, Essex, Hampshire, Hertfordshire, Isle of Wight, Kent, Norfolk, Oxfordshire, Suffolk, Surrey and Sussex. For all other parts of the United Kingdom a similar service is provided by the Scottish Economic Planning Department, the Welsh Office, the Norther Ireland Department of Commerce and regional offices of the Department of Industry.

Department of Prices and Consumer Protection

Millbank Tower
Millbank
London SW1P 4QU
01-211 3000

Department of Industry

Ashdown House
123 Victoria Street
London SW1E 6RB
01-212 7676

Regional and district offices

These offices represent the department in its dealings with industry. Except in the London and south east region and the eastern region they also provide export services on behalf of the Department of Trade

North
Regional Office
Stanegate House
2 Groat Market
Newcastle upon Tyne
NE1 1YN
0632 24722
(Cleveland, Cumbria, Durham, Northumberland, Tyne and Wear)

District Office
Town Hall
Cockermouth
Cumbria CA13 9NP
090 082 3498/9
Cumbria

North-west
Regional Office
Sunley Building
Piccadilly Plaza
Manchester M1 4BA
061-236 2171
(Cheshire, Lancashire, Derbyshire High Peak, Greater Manchester, Merseyside and that part of Cumbria in the employment office areas of Barrow-in-Furness, Dalton-in-Furness, Ulverston and Grange-over-Sands)

Sub-office for Merseyside
1 Old Hall Street
Liverpool L3 9HJ
051-236 5756

Yorkshire and Humberside
Regional Office
Priestley House
Park Row
Leeds LS1 5LF
0532 443171
(North Yorkshire, South Yorkshire West Yorkshire and Humberside)

West midlands
Regional Office
Ladywood House
Stephenson Street
Birmingham B2 4D7
021-632 4111
(West Midlands Metropolitan County, Hereford and Worcester, Shropshire, Staffordshire and Warwickshire)

East midlands
Regional Office
Severns House
20 Middle Pavement
Nottingham NG1 7DW
0602 56181
(Nottinghamshire, Derbyshire except High Peak, Leicestershire, Lincolnshire and Northamptonshire)

East
Regional Office
Charles House
375 Kensington High Street
London W14 8QH
01-603 2070
(Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire, Essex, Hertfordshire, Norfolk, Oxfordshire, Suffolk –
except services provided by the Department of Trade.

London and south east
Regional Office
Charles House
375 Kensington High Street
London W14 8QH
01-603 2060
(Greater London, Hampshire, Isle of Wight, Kent, Surrey, Sussex – export services provided by the Department of Trade.

Branch office
454/458 London Road
Croydon CR9 2QB
01-684 9781

South west
Regional Office
The Pithay
Bristol BS1 2PB
0272 29107
(Avon, Cornwall including Isles of Scilly, Devon, Dorset, Gloucestershire, Somerset, Wiltshire)

South Western Industrial Development Office
Phoenix House
Notte Street
Plymouth PL1 2HF
0752 21891/4

Scotland
Scottish Economic Planning Department
Alhambra House
45 Waterloo Street
Glasgow G2 6AT
041-248 2855

Wales
Welsh Office
Government Buildings
Gabalfa
Cardiff CF4 4YL
0222 62131

District Office
Government Buildings
Dinerth Road
Colwyn Bay
Clwyd
0492 44261
(North Wales)

Northern Ireland
Department of Commerce
Chichester House
64 Chichester Street
Belfast BT1 4JX
0232 34488

Small firms information centres

The Department of Industry has established a chain of 10 small firms information centres throughout the United Kingdom. The centres are designed to offer a free signposting service to small firms and people wishing to establish a business and to assist small firms in finding the right sources of help for their problems.

North
22 Newgate Shopping Centre
Newcastle upon Tyne NE1 5RH
0632 25353

North west
Peter House
Oxford Street
Manchester M1 5AN
061-832 5282

Yorkshire and Humberside
5 Royal Exchange House
City Square
Leeds LS1 5PQ
0532-445151

West midlands
53 Stephenson Street
Birmingham B2 4DH
021-643 3344

East midlands
48-50 Maid Marian Way
Nottingham NG1 6GF
0602 49791

East
35 Wellington Street
Luton LU1 2SB
0582 29215

London and south east
65 Buckingham Palace Road
London SW1W 0QX
01-828 2384

South west
Colston Centre
Colston Avenue
Bristol BS1 4UB
0272 294546

Scotland
57 Bothwell Street
Glasgow G2 6TU
041-248 6014

Wales
16 St David's House
Wood Street
Cardiff CF1 1ER
0222-396116

Other government departments and subsidiaries

Ministry of Agriculture, Fisheries and Food
10 Whitehall Place
London SW1A 2HH
01-839 7711

British Overseas Trade Board
1 Victoria Street
London SW1H 0ET
01-215 7877

HM Customs and Excise
King's Beam House
39-41 Mark Lane
London EC3R 7HE
01-626 1515

Department of Education and Science
Elizabeth House
York Road
London SE1 7OH
01-928 9222

Department of Employment
8 St James's Square
London SW1Y 4JB
01-214 6000

Department of Energy
Thames House South
Millbank
London SW1P 4QJ
01-211 3000

Department of Environment
2 Marsham Street
London SW1P 3EB
01-212 3434

Export Credits Guarantee Department
PO Box 72
Aldermanbury House
Aldermanbury
London EC2P 2EL
01-606 6699

Office of Fair Trading
Chancery House
53 Chancery Lane
London WC2A 1SP
01-242 2858

Foreign and Commonwealth Office
Downing Street
London SW1A 2AL
01-233 3000

Department of Health and Social Security
Alexander Fleming House
Elephant and Castle
London SE1 6BY
01-407 5522

Home Office
50 Queen Anne's Gate
London SW1H 9AT
01-213 3000

Central Office of Information
Hercules Road
London SE1 7DU
01-928 2345

Board of Inland Revenue
Somerset House
Strand
London WC2R 1LB
01-438 6622
01-438 7589 (European Section)

Intervention Board for Agricultural Produce
Fountain House
2 West Mall
Butts Centre
Reading RG1 7QN
0734-583626
or
Steel House
Tothill Street
London SW1H 9LU
01-273 3696

Lord Chancellor's Department
Lord Chancellor's Office
House of Lords
London SW1A 0PW
01-219 3232

Ministry of Overseas Development
Eland House
Stag Place
London SW1E 5DH
01-834 2377

Department of Transport
2 Marsham Street
London SW1 3EB
01-212 3434

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Reach the export executive

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Atlantic House
Holborn Viaduct
London EC1P 1BN
01-248 9876

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49 High Holborn
London WC1V 6HB
(Personal callers only)

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London SE1 9NH
(Postal applications)
01-928 6977

Birmingham
258 Broad Street
Birmingham B1 2HE
021-643 3740

Bristol
Southey House
Wine Street
Bristol BS1 2BQ
0272 24306

Manchester
Brazennose Street
Manchester M60 8AS
061-834 7201

Cardiff
41 The Hayes
Cardiff CF1 1JW
0222 23654

Edinburgh
13a Castle Street
Edinburgh EH2 3AR
031-225 6333

Belfast
80 Chichester Street
Belfast BT1 4JY
0232 34488

HM Treasury
Parliament Street
London SW1P 3AG
01-233 3000

Northern Ireland, Scotland and Wales

Northern Ireland Office
Great George Street
London SW1P 3AJ
01-233 3000

Department of Commerce
64 Chichester Street
Belfast BT1 4JX
0232 34488

Scottish Office
Dover House
Whitehall
London SW1A 2AU
01-930 6151

Scottish Economic Planning Department
New St Andrews House
St James Centre
Edinburgh EH1 3FX
031-556 8400

Welsh Office
Gwydyr House
Whitehall
London SW1A 2ER
01-233 3000

Associated organisations

British Standards Institution (BSI)
2 Park Street
London W1A 2BS
01-629 9000

BSI Technical Help to Exporters Service
Maylands Avenue
Hemel Hempstead
Herts HP2 4SQ
0442 3111

British Tourist Authority
64 St James's Street
London SW1A 1NF
01-629 9191

Council for Small Industries in Rural Areas (COSIRA)
11 Cowley Street
Westminster
London SW1P 3NA
01-222 9134

Metrication Board
22 Kingsway
London WC2B 6LE
01-242 6828

Monopolies and Mergers Commission
New Court
48 Carey Street
London WC2A 2JE
01-831 6111

Price Commission
Neville House
Page Street
London SW1P 4LS
01-222 8020

The Queen's Award Office
Williams National House
11-13 Holborn Viaduct
London EC1A 1EL
01-222 2277

Simplification of International Trade Procedures Committee (SITPRO)
11-12 Waterloo Place
London SW1Y 4AU
01-839 3393/5

The Wine Standards Board
68½ Upper Thames Street
London EC4V 3BJ
01-236 9512

Community representation

European Communities Information Services
20 Kensington Palace Gardens
London W8 4QQ
01-727 8090

European Parliament Office
20 Kensington Palace Gardens
London W8 4QQ
01-229 9366

Scottish Office for the Commission
7 Alva Street
Edinburgh EH2 4PH
031-225 2058

Welsh Office for the Commission
PO Box 15
4 Cathedral Road
Cardiff CF1 1WF
0222 37631

West European embassies and commercial sections in London

Austria
18 Belgrave Mews West
SW1X 8HU
01-235 3731

Commercial Delegation
1 Hyde Park Gate
SW7 5ER
01-584 6938/6218/9

Belgium
103 Eaton Square
SW1W 9AB
01-235 5422

Denmark
55 Sloane Street
SW1X 9SR
01-235 1255

Finland
38 Chesham Place
SW1X 8HW
01-235 9531

Commercial Section
House Annexe
53-54 Haymarket
SW1Y 4SJ
01-930 0141

France
58 Knightsbridge
SW1X 7JT
01-235 8080

Commercial Section
12 Stanhope Gate
W1Y 6JH
01-493 5021

Federal Republic of Germany
23 Belgrave Square
SW1X 8PZ
01-235 5033

German Chamber of Industry and Commerce
Commercial Information Service
11 Grosvenor Crescent
SW1X 7EE
01-235 0691

Greece
1A Holland Park
W11 3TP
01-727 8040

Iceland
1 Eaton Terrace
SW1W 8EY
01-730 5131/2

Republic of Ireland
17 Grosvenor Place
SW1X 7HR
01-235 2171

Italy
14 Three Kings Yard
off Davies Street
W1Y 2EH
01-629 8200

Luxembourg
27 Wilton Crescent
SW1X 8SD
01-235 6961/3

Netherlands
38 Hyde Park Gate
SW7 5LP
01-584 5040

Norway
25 Belgrave Square
SW1X 7QD
01-235 7151

Portugal
11 Belgrave Square
SW1X 8PP
01-235 5331/4

Consulate General
62 Brompton Road
SW3 1BJ
01-235 6216

Spain
24 Belgrave Square
SW1X 8QA
01-235 5555

Sweden
23 North Row
W1R 2DN
01-499 9500

Switzerland
16/18 Montague Place
W1H 2BQ
01-723 0701/6

Other organisations

Association of British Chambers of Commerce
6-14 Dean Farrar Street
London SW1H 0DX
01-222 0201

BBC External Services
Science, Industry and Exports
BBC PO Box 76
Bush House
Strand
London WC2B 4PH
01-240 3456 ext. 2471

Common Market Law Reports
Elm House
10-16 Elm Street
London WC1X 0BJ
01-278 2345

Confederation of British Industry
21 Tothill Street
London SW1H 9LP
01-930 6711

Institute of Freight Forwarders
9 Paradise Road
Richmond
Surrey TW9 1SA
01-948 3141

Freight Transport Association
Hermes House
157 St John's Road
Tunbridge Wells
Kent TN4 9UZ
0892 26171

Industrial Commercial Finance Corporation Ltd
91 Waterloo Road
London SE1 8XP
01-928 7822

Institute of Linguists
24a Highbury Grove
London N5 2EA
01-359 7445

The International Chamber of Commerce
6-14 Dean Farrar Street
London SW1H 0DT
01-222 3755

Law Society Solicitors European Group
113 Chancery Lane
London WC2A 1PL
01-242 1222

London Chamber of Commerce
69 Cannon Street
London EC4N 5AB
01-248 4444

Road Haulage Association
Roadway House
22 Upper Woburn Place
London WC1H 0ES
01-387 9711

Trades Union Congress
23-28 Great Russell Street
London WC1B 3LF
01-636 4030

UN Information Centre
14 Stratford Place
London W1N 9AF
01-629 3816

What does it mean?

in part 1 of this guide includes addresses of some of the commercial organisations and special pressure groups with representatives in Brussels.

Europe

Commission of the European Communities
200 rue de la Loi
1049 Brussels
010 322 735 00 40/80 40
telex 21877 COMEUB

Council of European Communities
170 rue de la Loi
1048 Brussels
010 322 736 8940

Directorate General XVIII of the European Commission
Credit and Investment
Bâtiment Jean Monnet
Rue Alcide de Gasperi
Luxembourg – Kirchberg
010 352 43011
telex 2331 EURCRED LU

Official Publications Office of the European Communities
rue du Commerce
Luxembourg PO Box 1003
010 352 49 01 91/49 00 81
telex 2731 PUBLOFLU

Statistical Office
Bâtiment Jean Monnet
Rue Alcide de Gasperi
Luxembourg – Kirchberg
010 352 43011
telex 3423 COMEURLU

British Embassy (Commercial section)
Britannia House
rue Joseph II 28
1040 Brussels
010 322 219 11 65

British Chamber of Commerce for Belgium and Luxembourg
Britannia House
rue Joseph II 30
1040 Brussels
010 322 219 07 88

Business Co-operation Centre
15-17 rue Archimède
1040 Brussels
010 322 735 59 13

Court of Justice
Luxembourg PO Box 1406
010 352 43031
telex 2771 CJINFOLU

Economic and Social Committee
2 rue Ravenstein
Brussels
010 322 512 39 20

European Parliament
Luxembourg PO Box 1601
010 352 43001
telex 2894/3494 EUPARL LU

European Investment Bank
2 Place de Metz, BP 2005
Luxembourg
010 352 43 50 11
telex 3530 BANKEN LU

United Kingdom Permanent Representative
6 rond-point Robert Schumann
1040 Brussels
010 322 736 99 20

International Customs Tariff Bureau
38 rue de l'Association
1000 Brussels

Committee of small and medium sized commercial enterprises of EEC member countries
33 rue du Congres
1000 Brussels
010 322 219 34 34

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Roxburghshire TD6 0SA

Tel. 08352 3301

Scottish Borders

Council of Europe
Palais de L'Europe
67006 Strasbourg Cedex
France
010 3388 61 4961
telex 87943 Europa Strasbourg

Economic Commission for Europe
Palais des Nations
1211 Geneva 10
Switzerland
0104 122 34 60 11
telex 289 696

Eurocontrol
72 rue de la Loi
1040 Brussels
010 322 513 83 00
telex 21173 EUROCB

European Broadcasting Union
Ancienne Route 170
PO Box 193
CH-1211
Geneva 20
Switzerland
010 41 22 98 77 66
telex 22230

European Bureau of Consumers' Unions (BEUC)
29 rue Royale
1000 Brussels
010 322 219 13 39

European Free Trade Association Secretariat
9-11 rue de Varembé
CH-1211 Geneva 20
0104 122 34 90 00
telex 22 660 EFTA CH

European Organisation for Nuclear Research (CERN)
CH-1211 Geneva 23
010 41 22 98 11
telex 2 36 98

European Trade Union Confederation (ETUC)
37/41 rue Montagne aux Herbes Potagères
1000 Brussels
010 322 217 91 41

Food Agriculture Organisation (FAO)
Viale delle Terme di Caracalla
Rome
010 396 5797

GATT Secretariat
Centre William Rappard
154 rue de Lausanne
CH-1211 Geneva 21
Switzerland
010 41 22 81 02 31

ORGALIME
99 rue de Staffart
1050 Brussels
010 322 511 34 84/3497

Organisation for Economic Co-operation and Development
2 rue Andre-Pascal
75775 Paris Cedex 16
010 331 5248200
telex 620160

Permanent Conference of the Chambers of Commerce and Industry of the EEC
Square Ambiorix 30, Bte 57
1040 Brussels
010 322 736 28 58

Union of Industries of the European Community (UNICE)
6 rue de Loxum
B-1000 Brussels
010 322 513 45 62
telex 26013 UNICE B

A guide to British commercial representation overseas is prepared for the British Overseas Trade Board by the Department of Trade's export services and promotions division and published half-yearly by *Trade and Industry*. Inquiries about the list should be made to British Overseas Trade Board, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7406 or 211.

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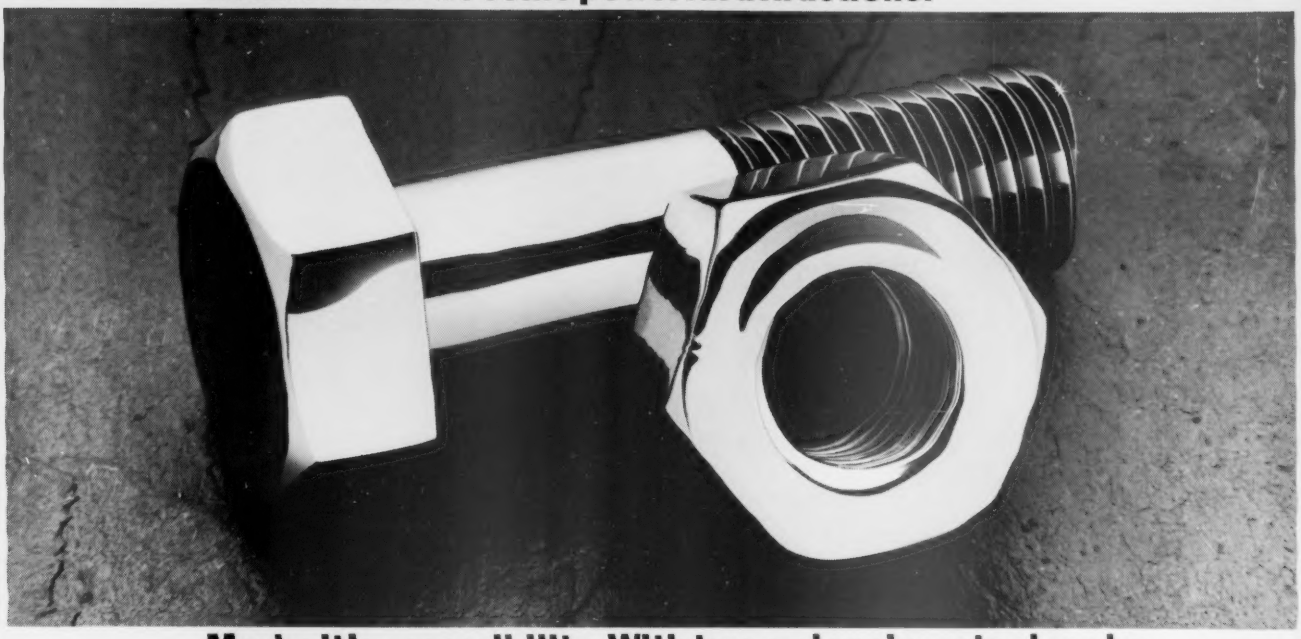

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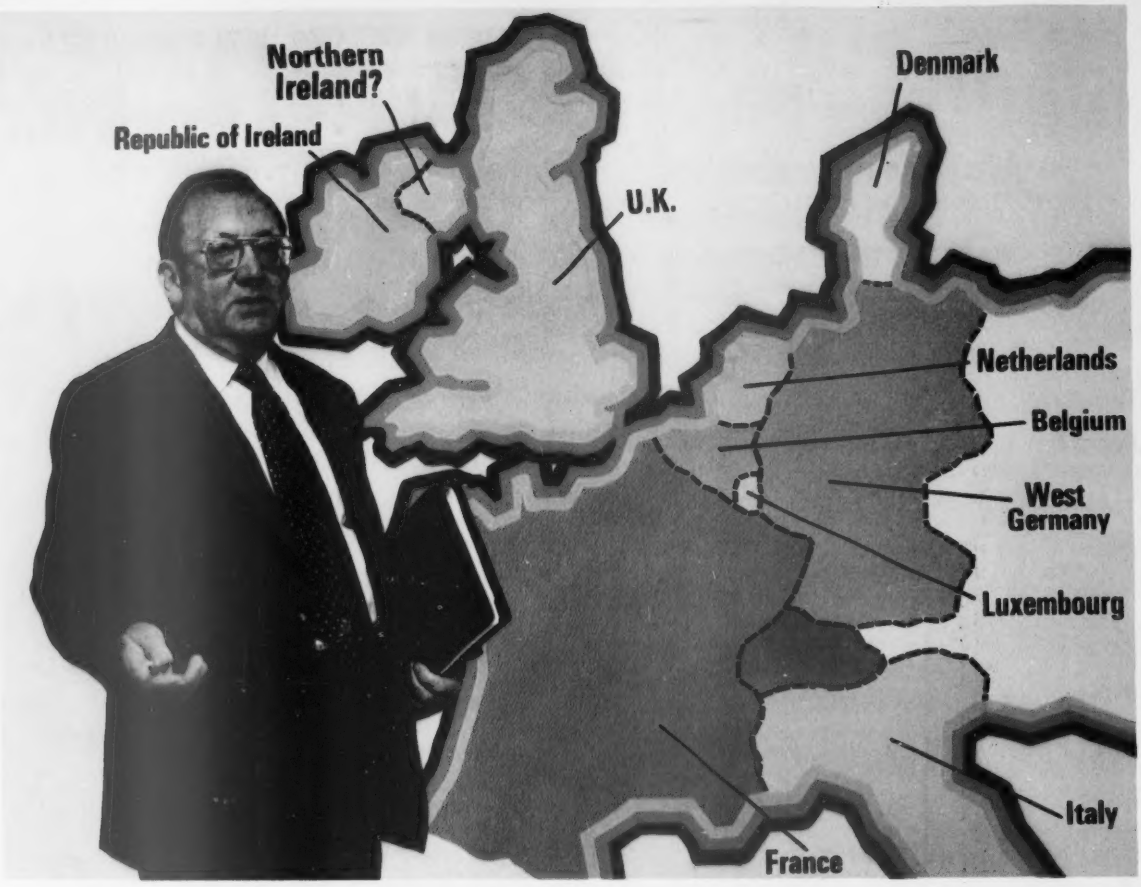

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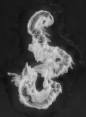
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